SERFF Tracking #: PACL-128732312 State Tracking #:

Company Tracking #: F-APPS 1/1/13

State: Arkansas Filing Company: Pacific Life Insurance Company

TOI/Sub-TOI: A02.11 Individual Annuities- Deferred Non-Variable and Variable/A02.11.003 Single Premium

Product Name: Application

Project Name/Number: Application/25-1181-1

Filing at a Glance

Company: Pacific Life Insurance Company

Product Name: Application State: Arkansas

TOI: A02.11 Individual Annuities- Deferred Non-Variable and Variable

Sub-TOI: A02.1I.003 Single Premium

Filing Type: Form

Date Submitted: 10/19/2012

SERFF Tr Num: PACL-128732312

SERFF Status: Closed-Approved-Closed

State Tr Num:

State Status: Approved-Closed Co Tr Num: F-APPS 1/1/13

Implementation 01/01/2013

Date Requested:

Author(s): Maysy Novak, Brian Deleget, Craig Hopkins

Reviewer(s): Linda Bird (primary)

Disposition Date: 10/25/2012

Disposition Status: Approved-Closed

Implementation Date:

State Filing Description:

State: Arkansas Filing Company: Pacific Life Insurance Company

TOI/Sub-TOI: A02.11 Individual Annuities- Deferred Non-Variable and Variable/A02.11.003 Single Premium

Product Name: Application

Project Name/Number: Application/25-1181-1

General Information

Project Name: Application Status of Filing in Domicile: Not Filed

Project Number: 25-1181-1 Date Approved in Domicile:

Requested Filing Mode: Review & Approval Domicile Status Comments: We are not filing in Nebraska, our

state of domicile is part of the IIPRC.

Explanation for Combination/Other: Market Type: Individual Submission Type: New Submission Individual Market Type:

Overall Rate Impact: Filing Status Changed: 10/25/2012

State Status Changed: 10/25/2012

Deemer Date: Created By: Maysy Novak

Submitted By: Maysy Novak Corresponding Filing Tracking Number:

Filing Description:

To the Individual Life Insurance Department of Arkansas.

We are submitting the following forms for approval in your state:

Form Number(s) Form Description

25-1181-1 Individual Single Premium Immediate Annuity Application

25-1209-1 Individual Fixed Indexed Annuity Application

25-1228-3 Individual Limited Premium Deferred Annuity Application

25-1228-4 Individual Deferred Annuity Application

25-1229-2 Individual Limited Premium Deferred Annuity Application

25-1236-3 Individual Limited Premium Deferred Annuity Application

25-1237-3 Individual Single Premium Deferred Annuity Application

When approved, the forms submitted will replace the application forms listed below, previously approved by the Department as of the dates shown.

Application Form No. Submitted - Replaces Application Form No. - Date Approved - SERFF Tracking No.

25-1181-1 - 25-1181 - 7/23/2010 - PACL-126725200

25-1209-1 - 25-1209 - 8/26/2011 - PACL-127281381

25-1228-3 - 25-1228-1A - 07/09/2012 - PACL-128527501

25-1228-4 - 25-1228-2 - 07/09/2012 - PACL-128527501

25-1229-2 - 25-1229-1 - 4/9/2012 - PACL-128217918

25-1236-3 - 25-1236-1 - 4/4/2012 - PACL-128222040

25-1237-3 - 25-1237-1 - 4/4/2012 - PACL-128222040

The forms have been revised primarily as follows:

- From 25-1181-1, the layout has changed slightly; however, the content is the same. Additionally, we updated the Payment Start Date; added additional disclosures to the Statement of Owner(s) and Registered Representative's/Producer's Statement sections.
- Forms: 25-1209-1; 25-1228-3; 25-1228-4; 25-1229-2; 25-1236-3; 25-1237-3, we have added an additional question in the Registered Representative's/Producer's Statement section (it is the same for each application). No other changes have been

State: Arkansas Filing Company: Pacific Life Insurance Company

TOI/Sub-TOI: A02.11 Individual Annuities- Deferred Non-Variable and Variable/A02.11.003 Single Premium

Product Name: Application

Project Name/Number: Application/25-1181-1

made to the forms.

Availability

The forms submitted will be used to apply for their respective individual annuity contracts list below, as well as any future annuity contracts that may be approved prospectively by the Department:

Application Form No. Submitted - For Use With Contract Form No. - Date Approved - SERFF Tracking No.

25-1181-1 - 30-1181 - 7/23/2010 - PACL-126725200

25-1209-1 - 30-1209 - 8/26/2011 - PACL-127281381

25-1228-3 - 30-1228 - 3/2/2012 - PACL-128126800

25-1228-4 - 30-1228 - 3/2/2012 - PACL-128126800

25-1229-2 - 30-1229 and 30-1229-R - 2/7/2012 - PACL-128046408

25-1236-3 - 30-1165-1 - 9/18/2009 - PACL-126301537

25-1237-3 - 30-1173 - 1/4/2010 - PACL-126369763

Statement of Variability

Each application has been completed in John Doe fashion. Bracketed matter (variable material) shown within each applicable section is subject to change. The accompanying Statement of Variability provides an explanation of the variable material that has been bracketed.

The forms submitted:

- Form 25-1181-1; 25-1228-3; and 25-1228-4 achieved 50.2 readability flesch score.
- Form 25-1209-1 achieved 50.0 readability flesch score.
- Form 25-1229-2; 25-1236-3; and 25-1237-3 achieved 50.1 readability flesch score.
- are in final print and subject only to minor modification in paper size, stock, ink, border, Company logo, adaptation to electronic media or computer printing and as otherwise specified in the accompanying Statement of Variability.

All required transmittals, checklists, certifications and/or filing fees, as applicable, are included in this submission.

To the best of our knowledge, this filing is complete and intended to comply with the insurance laws of your jurisdiction.

Should you have any questions or require additional information, please call toll-free 1-800-722-2333 Ext. 6907.

Sincerely,

Maysy Novak Compliance Analyst Product Compliance - RSD

Company and Contact

Filing Contact Information

Maysy Novak, Compliance Analyst

Maysy.Novak@PacificLife.com

700 Newport Center Drive

949-219-6907 [Phone]

Newport Beach, CA 92660 949-219-0579 [FAX]

State: Arkansas Filing Company: Pacific Life Insurance Company

TOI/Sub-TOI: A02.11 Individual Annuities- Deferred Non-Variable and Variable/A02.11.003 Single Premium

Product Name: Application

Project Name/Number: Application/25-1181-1

Filing Company Information

Pacific Life Insurance Company CoCode: 67466 State of Domicile: Nebraska 700 Newport Center Drive Group Code: 709 Company Type: Annuities

Newport Beach, CA 92660-6397 Group Name: State ID Number:

(800) 722-2333 ext. [Phone] FEIN Number: 95-1079000

Filing Fees

Fee Required? Yes

Fee Amount: \$350.00

Retaliatory? No

Fee Explanation: $7 \times 50 = 350.00$

Per Company: No

| Company | Amount | Date Processed | Transaction # | |
|--------------------------------|----------|----------------|---------------|--|
| Pacific Life Insurance Company | \$350.00 | 10/19/2012 | 64075149 | |

 State:
 Arkansas

 Filing Company:
 Pacific Life Insurance Company

TOI/Sub-TOI: A02.11 Individual Annuities- Deferred Non-Variable and Variable/A02.11.003 Single Premium

Product Name: Application

Project Name/Number: Application/25-1181-1

Correspondence Summary

Dispositions

| Status | Created By | Created On | Date Submitted |
|-----------------|------------|------------|----------------|
| Approved-Closed | Linda Bird | 10/25/2012 | 10/25/2012 |

State: Arkansas Filing Company: Pacific Life Insurance Company

TOI/Sub-TOI: A02.11 Individual Annuities- Deferred Non-Variable and Variable/A02.11.003 Single Premium

Product Name: Application

Project Name/Number: Application/25-1181-1

Disposition

Disposition Date: 10/25/2012

Implementation Date: Status: Approved-Closed

Comment:

Rate data does NOT apply to filing.

| Schedule | Schedule Item | Schedule Item Status | Public Access |
|---------------------|---|----------------------|---------------|
| Supporting Document | Flesch Certification | | Yes |
| Supporting Document | Application | | No |
| Supporting Document | Life & Annuity - Acturial Memo | | No |
| Supporting Document | Certifications | | Yes |
| Supporting Document | Statement of Variability | | Yes |
| Form | Individual Single Premium Immediate Annuity Application | | Yes |
| Form | Individual Fixed Indexed Annuity Application | | Yes |
| Form | Individual Limited Premium Deferred Annuity Application | | Yes |
| Form | Individual Deferred Annuity Application | | Yes |
| Form | Individual Limited Premium Deferred Annuity Application | | Yes |
| Form | Individual Limited Premium Deferred Annuity Application | | Yes |
| Form | Individual Single Premium Deferred Annuity Application | | Yes |

SERFF Tracking #: PACL-128732312 State Tracking #: F-APPS 1/1/13

State: Arkansas Filing Company: Pacific Life Insurance Company

A02.11 Individual Annuities- Deferred Non-Variable and Variable/A02.11.003 Single Premium

Product Name: Application

Project Name/Number: Application/25-1181-1

Form Schedule

TOI/Sub-TOI:

| Lead | Lead Form Number: 25-1181-1 | | | | | | |
|-------------|-----------------------------|----------------|--------------|---|---------------------------------|----------------------|---|
| Item No. | Schedule Item Status | Form Number | Form Type | Form Name | Action/ Action Specific Data | Readability Score | Attachments |
| 1 | | 25-1181-1 | AEF | Individual Single Premium Immediate Annuity Application | Initial: | 50.200 | 25-1181 Income Provider [Non-Compact].pdf |
| 2 | | 25-1209-1 | AEF | Individual Fixed Indexed Annuity Application | Initial: | 50.000 | 25-1209 Index Choice [Non-Compact].pdf |
| 3 | | 25-1228-3 | AEF | Individual Limited Premium Deferred Annuity Application | Initial: | 50.200 | 25-1228-3 Mariner [Non-Compact].pdf |
| 4 | | 25-1228-4 | AEF | Individual Deferred Annuity Application | Initial: | 50.200 | 25-1228 Simplified Application [Non- Compact].pdf |
| 5 | | 25-1229-2 | AEF | Individual Limited Premium Deferred Annuity Application | Initial: | 50.100 | 25-1229-2 Expedition [Non-Compact].pdf |
| 6 | | 25-1236-3 | AEF | Individual Limited Premium Deferred Annuity Application | Initial: | 50.100 | 25-1236-3 Explorer [Non-Compact].pdf |
| 7 | | 25-1237-3 | AEF | Individual Single Premium Deferred Annuity Application | Initial: | 50.100 | 25-1237-3 Frontiers II [Non-Compact].pdf |

Form Type Legend:

| ADV | Advertising | AEF | Application/Enrollment Form |
|-----|------------------------|------|--|
| ADV | Auvertioning | ALF | Application/Enrollment Form |
| CER | Certificate | CERA | Certificate Amendment, Insert Page, Endorsement or Rider |
| DDP | Data/Declaration Pages | FND | Funding Agreement (Annuity, Individual and Group) |
| MTX | Matrix | NOC | Notice of Coverage |
| отн | Other | OUT | Outline of Coverage |

State: Arkansas Filing Company: Pacific Life Insurance Company

TOI/Sub-TOI: A02.11 Individual Annuities- Deferred Non-Variable and Variable/A02.11.003 Single Premium

Product Name: Application

Project Name/Number: Application/25-1181-1

| PJK | Policy Jacket | POL | Policy/Contract/Fraternal Certificate |
|------|--|-----|---------------------------------------|
| POLA | Policy/Contract/Fraternal Certificate: Amendment, Insert Page, Endorsement or Rider | SCH | Schedule Pages |



[PACIFIC INCOME PROVIDER]

Single Premium Immediate Annuity Application

| a reduction in survivo Survivor Life) or eithe | ANT Must be an individual. Check product ir benefit in section 10C, you will designate ir Annuitant (First to Die/Joint Life). If Prind in this section as your Primary Annuitant, | e whether benefits ar mary Annuitant (Joint | e determined based only on the t and Survivor Life) is elected, p | Primary Anno Dlease ensure | uitant (Joint and the appropriate |
|---|---|--|--|-------------------------------|--------------------------------------|
| Name (First, Middle, | | ac are triminally area | Birth Date (mo/day/yr) | <u> </u> | Sex F |
| Mailing Address | | City, State, ZIP | | SSN | |
| | (if different than mailing address) | City, State, ZIP | | | |
| Solicited at: State | Complete this box for custodial-owned qu Information put here will be used for contr | | | | |
| JOINT ANNUITANT | Complete only if option 11C is selected. | | | | |
| Name (First, Middle, | Last) | | Birth Date (mo/day/yr) | | Sex |
| Mailing Address | | City, State, ZIP | | SSN | |
| | (if different than mailing address) | City, State, ZIP | | | |
| 2. PRIMARY OWNER Name (First, Middle, | If annuitant and owner are the same, do no Last) | ot complete this section | on. Check product guidelines for Birth Date (mo/day/yr) | maximum issu | Sex F |
| Mailing Address | | City, State, ZIP | 1 | SSN | • |
| Residential Address | (if different than mailing address) | City, State, ZIP | | | |
| JOINT OWNER Not a | pplicable for qualified contracts. | | | | |
| Name (First, Middle, | Last) | | Birth Date (mo/day/yr) | | Sex □M □ F |
| Mailing Address | | City, State, ZIP | | SSN | |
| Residential Address | (if different than mailing address) | City, State, ZIP | | | |

3. ELECTRONIC INFORMATION CONSENT



| E-Mail address:_ | | |
|------------------|--|--|
| | | |

By providing the e-mail address above, I consent to receive documents and notices applicable to my contract, including but not limited to reports, statements, immediate confirmations, privacy notice and other notices, and documentation in electronic format when available instead of receiving paper copies of these documents by U.S. mail. I will continue to receive paper copies of annual statements if required by state or federal law. Not all contract documentation and notifications may be currently available in electronic format. I consent to receive in electronic format any documents added in the future. For jointly owned contracts, both owners are consenting to receive information electronically.

I confirm that I have ready access to a computer with Internet access, an active e-mail account to receive this information electronically, and ability to read and retain it. I understand that:

- There is no charge for electronic delivery, although my Internet provider may charge for Internet access.
- I must provide a current e-mail address and notify Pacific Life promptly when my e-mail address changes.
- I must update any e-mail filters that may prevent me from receiving e-mail notifications from Pacific Life.
- I may request a paper copy of the information at any time for no charge, even though I consented to electronic delivery, or if I decide to revoke my consent.
- For jointly owned contracts, both owners are consenting that the primary owner will receive information electronically (Only the primary owner will receive e-mail notices).
- Electronic delivery will be cancelled if e-mails are returned undeliverable.
- This consent will remain in effect until I revoke it.

Pacific Life is not required to deliver this information electronically and may discontinue electronic delivery in whole or in part at any time. Please call (800) 722-4448 if you would like to revoke your consent, wish to receive a paper copy of the information above, or need to update your e-mail address.

4. TELEPHONE/ELECTRONIC AUTHORIZATION

| CHECK IF YES | ☐ Yes |
|-----------------|-------|
|-----------------|-------|

As the owner, I will receive this privilege automatically.

If a contract has joint owners, each owner may individually make telephone and/or electronic requests. By checking "Yes," I am also authorizing and directing Pacific Life to act on telephone or electronic instructions from any other person(s) who can furnish proper identification. Pacific Life will use reasonable procedures to confirm that these instructions are authorized and genuine. As long as these procedures are followed, Pacific Life and its affiliates and their directors, trustees, officers, employees, representatives, and/or agents will be held harmless for any claim, liability, loss, or cost.

| 5. HOUSEHOLDING By signing this application you consent to Pacific Life mailing one copy of contract owner documents to multiple contract |
|---|
| owners who share the same household address. Such documents will include the announcements and reports, but will not include contract-specific |
| information such as transaction confirmations and statements. This service, known as "householding," reduces expenses, environmental waste, and |
| the volume of mail you receive. If you do not wish to participate in this service and prefer to receive your own contract owner documents, please |
| check the box below. |
| |

| Lelect NOT | to participate in | householding |
|------------|-------------------|--------------|
| | וון שומטוטוטוט טו | HOUSEHORUHU. |

6. BENEFICIARIES If a beneficiary classification is not indicated, the class for that beneficiary will be primary. Multiple beneficiaries will share the death benefit equally, unless otherwise specified. For contracts owned by a non-individual custodian (including IRAs) or other non-natural owners, the beneficiary will be the owner listed on the application and information provided below will not be valid. Use Section 13, Special Requests, to provide additional beneficiary information.

| Name (First, Middle, Last) | Birth Date (mo/day/yr) | Primary Contingent | Relationship | SSN/TIN | Percentage % |
|----------------------------|------------------------|--------------------|--------------|---------|-----------------|
| Name (First, Middle, Last) | Birth Date (mo/day/yr) | Primary Contingent | Relationship | SSN/TIN | Percentage % |

7. CONTRACT TYPE Select ONE.

| [Non-Qualified 1,2 | ☐ IRA³ (Includes Traditional IRA and SEP IRA) | ☐ Roth IRA³] |
|---------------------|---|--------------|

[1 For trust-owned contracts, complete Trustee Certification and Disclosure form. 2 For non-qualified contracts, if owner is a non-natural person or corporation, complete the Non-Natural or Corporate-Owned Disclosure Statement. 3 For individual-owned or trust-owned Inherited IRA contracts, complete appropriate Inherited IRA Certification]

[01/13]

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| 8. PURCHASE PAYMENT Make check payable to [Pa Note: Only one, single premium can be used to fund a | acific Life Insurance Company]. | and 1035 exchange/transfer paperwork | care not permitted. |
|--|--|---|--------------------------|
| 8A. NON-QUALIFIED CONTRACT PAYMENT TYPE Indicate type of payment. | 8B. QUA | LIFIED CONTRACT PAYMENT TYPE type of payment. | • |
| ☐ 1035 exchange(s)/estimated transfer \$ | | nsfer | \$ |
| Amount enclosed\$ | | over | \$ |
| Note: If you have more than one contract to 1035 exemust complete separate applications for each funding | change/transfer or have a combi source. This will result in multiple | nation of cash and contracts to 1035 e contracts being issued. | exchange/transfer, you |
| 9. REPLACEMENT | | | |
| 9A. EXISTING INSURANCE | ting life incurance or annuity cont | reets with this or any other company? | |
| CHECK ☐ Yes ☐ No ☐ Do you have any exist (Default is "Yes" if neither | | racts with this or any other company? | |
| 9B. REPLACEMENT | Officers Officers III to the second | C. Constanting and Alexander Manager | Constant life |
| Yes No insurance or annuity | in this or any other company? | ement, termination or change in value If "Yes," provide the information belove eplacement and/or 1035 exchange/tran | w for each policy or |
| Insurance Company Name | Policy or Contract Number | Policy or Contract Type Being Replace Life Insurance Fixed Annuity | ced ☐Variable Annuity |
| Were you provided an illustration? Yes No (De If "Yes," please provide the Illustration Quote Date (mo 11. ANNUITY OPTIONS Complete one section only. IMPORTANT: Options 11B and 11C require a copy age. NOTE: For qualified contracts, if you elect an opti Additional restrictions may apply to joint annuitants tha | o/day/yr) of a birth certificate, valid pass tion with a period certain, the perio | port, or valid driver's license as producted the annuitant | 's life expectancy. |
| | я аге пос ѕроиѕеѕ. Эот сте ори | ONS are not available with innemed Line | 38 OI DUSINESS. |
| 11A. Period Certain# of years (5-30) | | | |
| 11B. Life Contingency – Single Life Select one ☐ Single Life ☐ Single Life with Period Certain of ☐ Single Life with Cash Refund | , | | |
| 11C. Life Contingency - Joint Life Complete ea | each section below. Note: Proof o | f age is required | |
| Part One: Is the Joint Annuitant the spouse | e of the Primary Annuitant? | res ☐ No (Default is "Yes" if neither be | ox is checked.) |
| Part Two: Select one Life Contingency Opti Joint Life Joint Life with Period Certain of Joint Life with Cash Refund | | | |
| Part Three: Select one option upon which representations of the Primary Annuitant By selecting this Please ensure you have designated Annuitant cannot be changed after First to Die Select this option for July 1987. | is option, you are electing a Joint ated the appropriate individual as l ter contract issue. | for the Life Contingency option selected and Survivor version of the payout option Primary Annuitant in section 1, as the P | on in Part Two. |
| Part Four: Select one reduced benefit perceduction in benefit pays 75% 67% 50% | | | |

25-1181-1

| 12. OPTI | ONAL ANNUITY FEATURES OF | ily one feature is allowed. | | |
|----------------|--|--|--|---|
| [12 A . | Inflation Protection Option F percent. Elect Annual Increase Percenta 2% 3% 4% | | t start date anniversary and after | any calculated Joint Life survivor benefit |
| 12B. | Future Adjustment Option N 67%, or 50% was selected in Se | | lable if any Joint Life annuity opt | ion with survivor benefit percent of 75%, |
| | Increase payments by OR | Decrease payments by 10% | y: | |
| (YY) | anniversary in the year s | | he change in payment will occur o | on the original payment start date |
| • | MENT DETAIL | | | |
| | Frequency | | | |
| CHEC | • • | ly 🗌 Semiannually 🔲 | Annually | |
| same be one | date in the month following the commonth from the issue date. If it | ontract issue date. If no date is neediate payment is selected | provided and a monthly frequency | ed, the payment start date will be the y is selected the payment start date will day following contract issue. If the t month, if applicable. |
| 13C. | | | nes. NOTE: If you DO NOT comp ning three withholding allowances | olete the information below, Pacific Life |
| | 1. Check here if you do not | want any federal income tax w | rithheld from your annuity. (Do no | t complete lines 2 or 3.) |
| | also designate an additiona | al dollar amount on line 3.) Er | aiming for withholding from each nter number of allowances: , but withhold at higher "Single" ra | periodic annuity payment. (You may te. |
| | 3. Additional amount, if any, y here without entering the n | ou want withheld from each ar umber (including zero) of allow | nnuity payment. (Note: For period vances on line 2.) | lic payments you cannot enter an amount |
| | Note: If you do not want the consult your tax advisor to | e default state tax withholding, obtain your state's specific wit | write in the desired withholding ar hholding form. | nount in the Special Requests Section or |
| 13D. | sent to the primary owner's add | ress of record. Only complete ternate address for the primary | this section if check is to be made | e made payable to the primary owner and payable to an alternate payee or if the iions where the Owner and Payee are |
| Name of | Payee (First, Middle, Last) (if ap | olicable): | | |
| Account | Number (if applicable): | | | |
| Street A | ddress: | City: | State: | ZIP: |

[01/13 * S A M P L E *]

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| 13E. ELECTRONIC FUNDS TRANSFERS (EF payee's checking or savings account and include a void check, the information prov from your contract to the time the funds a not acceptable to establish EFTs. | attach a void check of ided will be processed | r deposit slip to this fo I as a checking accoui | orm. If account type is not indicent. From the time the annuity p | cated and you do not ayment is processed |
|---|---|---|---|--|
| Financial Institution Name: | | Financial Institution | Telephone Number: | |
| Financial Institution Account Number: | Financial Institution A | ABA Routing | Account Type: Checking Savings | |
| | Tape a voided check | or deposit slip here: | | |
| | | | | |
| A SPECIAL PEOLIESTS if additional appear in people | lad attach a latter sign | and and datad by the a | www.cr/o) | |
| 4. SPECIAL REQUESTS If additional space is need | iea, allacri a ieller sigr | ied and dated by the d | owner(s). | 1 |
| | | | | |

15. FRAUD NOTICE: The following states require insurance companies to provide a fraud warning statement. Refer to the fraud warning statement for your state as indicated below. Please check for state product availability.

District of Columbia: WARNING It is a crime to provide false or misleading information to an insurer for the purpose of defrauding the insurer or any other person. Penalties include imprisonment and/or fines. In addition, an insurer may deny insurance benefits, if false information materially related to a claim was provided by the applicant.

[All Other States: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance or statement of claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which may be a crime and may subject such person to criminal and civil penalties.]

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16. STATEMENT OF OWNER(S) I understand that federal law requires all financial institutions to obtain the name, residential address, date of birth, Social Security or taxpayer identification number, and any other information necessary to sufficiently verify the identity of each customer. I understand that failure to provide this information could result in the annuity contract not being issued, delayed or unprocessed transactions, or annuity contract termination. I, the owner(s), understand that I have applied for a single premium immediate annuity contract ("contract") issued by Pacific Life Insurance Company ("company"). After reviewing my financial background with my registered representative/producer, I believe this contract, including the benefits of its insurance features, will meet my financial objectives based in part upon my age, income, net worth, and tax status, and any existing investments, annuities, or other insurance products I own. If applicable, I considered the appropriateness of full or partial replacement of any existing life insurance or annuity. I understand that once my contract is issued, the annuity option and features cannot be changed. I acknowledge that I have received a product disclosure ("Contract Summary"), and if applicable, a Buyers Guide to Fixed Deferred Annuities prior to applying for this contract. If I am an active duty member of the United States Armed Forces (including active duty military reserve personnel), I confirm that this application was not solicited and/or signed on a military base or installation, and I have received from the registered representative/producer the disclosure required by Section 10 of the Military Personnel Financial Services Protection Act. All answers to questions and statements made on this application are to the best of my knowledge and belief. I certify, under penalties of perjury, that I am a U.S. person (including a U.S. resident alien) and that the taxpayer identification number is correct. I understand that Pacific Life will automatically code my distributions as substantially equal periodic payments under IRC § 72(t) or 72(q) if all qualifications are met. If my distributions increase, decrease, or stop, I understand that I am fully responsible for all resulting tax consequences. Additionally, I will notify Pacific Life if I am aware that my distributions should not be coded as a 72(t) or 72(q) distribution.

| Owner's Signature | Date (mo/day/yr) | Signed at: City | State |
|---|------------------|-----------------|-------|
| SIGN HERE | DATE | CITY | STATE |
| Joint Owner's Signature (if applicable) | Date (mo/day/yr) | | |
| SIGN HERE | DATE | | |

| 17 | REGISTERED | REPRESENTATIVE'S | S/PRODUCER'S | STATEMENT |
|----|------------|------------------|--------------|-----------|

| 17A. | CHECK Yes No | Do you have any reason to believe that the applicant has any existing life insurance policies or annuity contracts? (Default is "Yes" if neither box is checked.) |
|------|--------------|---|
| 17B. | CHECK Yes No | Do you have reason to believe that any existing life insurance policy or annuity contract has been (or will be) surrendered, withdrawn from, loaned against, changed or otherwise reduced in value, or replaced in connection with this transaction assuming the contract applied for will be issued? |

If "Yes," I affirm that I have instructed the applicant to answer "Yes" to the replacement question in Section 8B of this application.

I hereby certify that I have used only Pacific Life's approved sales material in connection with this sale and that copies of all sales materials used were left with the applicant. Any insurer-approved electronically presented sales materials will be provided in printed form to the applicant no later than at the time of the policy or contract delivery. I further certify that I have discussed the appropriateness of replacement and followed Pacific Life's written replacement guidelines. I have explained to the owner(s) how the annuity will meet their insurable needs and financial objectives. I certify that I have reviewed this application and have determined that its proposed purchase is suitable as required under law, based in part on information provided by the owner, as applicable, including age, income, net worth, and tax status, and any existing investments and insurance program. I further certify that I followed my broker/dealer's suitability guidelines in the recommendation of this annuity and that this application is subject to review for suitability by my broker/dealer. I further certify that I have truly and accurately recorded on the application the information provided to me

by the applicant. I certify that a product disclosure ("Contract Summary"), and if applicable, a Buyers Guide to Fixed Deferred Annuities were presented to and left with the applicant prior to applying for this contract. If the applicant is an active duty member of the United States Armed Forces (including active duty military reserve personnel), I certify that this application was not solicited and/or signed on a military base or installation, and I provided to the applicant the disclosure required by Section 10 of the Military Personnel Financial Services Protection Act. I further certify that, prior to soliciting the contract applied for, I have completed all state mandated annuity, insurance, and/or product training and agree to provide documentation of such completion upon request by Pacific Life.

| Soliciting Registered Representative's/Producer's Signature | Print Registered Representative's/Producer's Full Name | Insurance License Number |
|---|--|--------------------------|
| SIGN HERE | | |
| Registered Representative's/Producer's Telephone Number | Registered Representative's/Producer's E-Mail Address | Option |
| | | [∐A ∐B] |
| | | |
| Broker/Dealer's Name | Brokerage Account Number (optional) | |
| | | |
| | | |

Send completed application as follows: APPLICATION WITH PAYMENT:

Regular Mail Delivery: P.O. Box 2290, Omaha, NE 68103-2290 Express Mail Delivery: 1299 Farnam Street, 6th Floor, RSD, Omaha, NE 68102 **APPLICATION WITHOUT PAYMENT:**

Regular Mail Delivery: P.O. Box 2378, Omaha, NE 68103-2378 Express Mail Delivery: 1299 Farnam Street, 6th Floor, RSD, Omaha, NE 68102

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Pacific Life Insurance Company
[P.O. Box 2378, Omaha, NE 68103-2378
or 1299 Farnam Street, 6th Floor, RSD, Omaha, NE 68102
www.PacificLife.com
Contract Owners: (800) 722-4448
Registered Representatives/Producers: (800) 722-2333]

[Pacific Index Choice]

Individual Fixed Indexed Annuity Application

| 1. WITHDRAWAL CH | IARGE PERIOD Select ONE. May not be | <u>changed after t</u> he con | tract is issued. | | |
|----------------------|---|-------------------------------|-----------------------------------|---------------|---------------|
| ☐ 6 Year | ☐ 8 Year ☐ 10 Year | ar | | | |
| | | | | | |
| 2. ANNUITANT(S) M | ust be an individual. Check product guideli | nes for maximum issu | e age. | | |
| Name (First, Middle, | | | Birth Date (mo/day/yr) | | Sex |
| | | | | | |
| Mailing Address | | City, State, ZIP | | SSN | |
| | | | | | |
| Residential Address | (if different than mailing address) | City, State, ZIP | | | |
| | , | , , , | | | |
| Solicited at: State | Complete this box for custodial-owned g | uolified contracts only | Will not be valid for any other a | ontroot tunoo | |
| Solicited at. State | Information put here will be used for con | | | | |
| | | - | | | |
| | TANT Not applicable for qualified contract | s or on contracts with | | e: 🗌 Joint 🗌 | Contingent |
| Name (First, Middle, | Last) | | Birth Date (mo/day/yr) | | Sex □M □ F |
| | | | | | |
| Mailing Address | | City, State, ZIP | | SSN | |
| | | | | | |
| Residential Address | (if different than mailing address) | City, State, ZIP | | | |
| | | | | | |
| | | | | | |
| 3. OWNER(S) If annu | itant(s) and owner(s) are the same, do not | complete this section | . Check product auidelines for m | naximum issue | age. |
| Name (First, Middle, | Last) | | Birth Date (mo/day/yr) | | Sex |
| | | | | | |
| Mailing Address | | City, State, ZIP | | SSN/TIN | |
| | | | | | |
| Residential Address | (if different than mailing address) | City, State, ZIP | | | |
| | , | , , , | | | |
| | | | | | |
| | R Not applicable for qualified contracts. | | | | |
| Name (First, Middle, | Last) | | Birth Date (mo/day/yr) | | Sex |
| | | | | | |
| Mailing Address | | City, State, ZIP | | SSN | |
| | | | | | |
| Residential Address | (if different than mailing address) | City, State, ZIP | | | |
| | | | | | |

4. ELECTRONIC INFORMATION CONSENT



| E-Mail address: | | | |
|-----------------|--|--|--|
| | | | |

By providing the e-mail address above, I consent to receive documents and notices applicable to my contract, including but not limited to reports, statements, immediate confirmations, privacy notice and other notices, and documentation in electronic format when available instead of receiving paper copies of these documents by U.S. mail. I will continue to receive paper copies of annual statements if required by state or federal law. Not all contract documentation and notifications may be currently available in electronic format. I consent to receive in electronic format any documents added in the future. For jointly owned contracts, both owners are consenting to receive information electronically.

I confirm that I have ready access to a computer with Internet access, an active e-mail account to receive this information electronically, and ability to read and retain it. I understand that:

- There is no charge for electronic delivery, although my Internet provider may charge for Internet access.
- I must provide a current e-mail address and notify Pacific Life promptly when my e-mail address changes.
- I must update any e-mail filters that may prevent me from receiving e-mail notifications from Pacific Life.
- I may request a paper copy of the information at any time for no charge, even though I consented to electronic delivery, or if I decide to revoke my consent.
- For jointly owned contracts, both owners are consenting that the primary owner will receive information electronically (Only the primary owner will receive e-mail notices).
- Electronic delivery will be cancelled if e-mails are returned undeliverable.
- This consent will remain in effect until I revoke it.

Pacific Life is not required to deliver this information electronically and may discontinue electronic delivery in whole or in part at any time. Please call (800) 722-4448 if you would like to revoke your consent, wish to receive a paper copy of the information above, or need to update your e-mail address.

5. TELEPHONE/ELECTRONIC AUTHORIZATION

|--|

TELEPHONE/ELECTRONIC TRANSACTION AUTHORIZATION As the owner, I will receive this privilege automatically.

If a contract has joint owners, each owner may individually make telephone and/or electronic requests. By checking "Yes," I am also authorizing and directing Pacific Life to act on telephone or electronic instructions from any other person(s) who can furnish proper identification. Pacific Life will use reasonable procedures to confirm that these instructions are authorized and genuine. As long as these procedures are followed, Pacific Life and its affiliates and their directors, trustees, officers, employees, representatives, and/or agents will be held harmless for any claim, liability, loss, or cost.

6. HOUSEHOLDING By signing this application I consent to Pacific Life mailing one copy of contract owner documents to multiple contract owners who share the same household address. Such documents will include announcements and reports, but will not include contract-specific information such as transaction confirmations and statements. This service, known as "householding," reduces expenses, environmental waste, and the volume of mail I receive. If I do not wish to participate in this service and prefer to receive my own contract owner documents, I have checked the box below.

| ☐ I elect NOT to participate in householding. |
|--|
|--|

7. BENEFICIARIES If a beneficiary classification is not indicated, the class for that beneficiary will be primary. Each beneficiary class must equal 100%. Multiple beneficiaries will share the death benefit equally, unless otherwise specified. For contracts owned by a non-individual custodian (including IRAs, 457, and qualified plans) or other non-natural owners, the beneficiary will be the owner listed on the application and information provided below will not be valid. Use Section 13, Special Requests, to provide additional beneficiary information. Note: If you select the Enhanced Lifetime Income Benefit - Joint Life Rider in section 11 and the contract is owned by a sole Owner, the Owner's spouse must be designated as the sole primary beneficiary.

| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
|----------------------------|------------------------|--------------|--------------|---------|------------|
| | | ☐ Contingent | | | % |
| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
| | | ☐ Contingent | | | % |
| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
| | | ☐ Contingent | | | % |
| Name (First, Middle, Last) | Birth Date (mo/day/yr) | Primary | Relationship | SSN/TIN | Percentage |
| | | ☐ Contingent | | | % |

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| 8. CONTRACT TYPE Select | ONE. | | | | | | | |
|--|--|--|---|---|---|--|--|--|
| [Non-Qualified ^{1,2} | ☐ Roth IRA ³ | ☐ TSA/403 | (b) ⁴ | ☐ 401(a) ⁵ | ☐ 457(b)-gov't. entity ⁵ | | | |
| ☐ IRA³ | SEP-IRA | ☐ Keogh/H | R-10 ⁵ | ☐ 401(k) ⁵ | ☐ 457(b)-501(c) tax exempt ⁵] | | | |
| | ment. ³ For individual-owned o | | | | person or corporation, complete the Non-Natural or ted IRA Certification. ⁴ Complete TSA Certification. | | | |
| 9. INITIAL PURCHASE PAY | MENT [Make check paya | able to Pacific Life | Insurance Comp | pany.] | | | | |
| 9A. NON-QUALIFIED CONT Indicate type of initial paymen | | | 9B. QUALII payment. If | FIED CONTRACT no year is indicated | PAYMENT TYPE Indicate type of initial , contribution defaults to current tax year. | | | |
| 1035 exchange(s)/estim | nated transfer\$ | | ☐ Transf | er \$ | | | | |
| | | | ☐ Rollove | er \$ | | | | |
| Amount enclosed | \$ | | ☐ Contrib | oution \$ | for tax year | | | |
| 10. REPLACEMENT 10A. EXISTING INSURANCE CHECK YES NO 10B. REPLACEMENT CHECK YES NO Insurance Company Name | Do you have any existing (Default is "Yes" if neither Will the purchase of | her box is checked this annuity result this or any other o | in the replaced company? If "Ye tate replacemen | ment, termination of s," provide the infor it and/or 1035 exchange Policy or Contract | or change in value of any existing life mation below for each policy or contract ange/transfer forms. | | | |
| Insurance Company Name | | Policy or Contract Number | | Policy or Contract | Fixed Annuity Variable Annuity t Type Being Replaced | | | |
| , , | | , | | Life Insurance | Fixed Annuity Variable Annuity | | | |
| 11. OPTIONAL RIDERS Subject to state availability. Guaranteed Minimum Withdrawal Benefit riders are not available with Inherited IRA, Inherited Roth IRA, and Inherited TSA business. [Guaranteed Minimum Withdrawal Benefit You may select only ONE. Enhanced Lifetime Income Benefit - Single Life Annuitant(s) must not be over age 85 at issue. Enhanced Lifetime Income Benefit - Joint Life Both spouses must not be over age 85 at issue. Note: Available only if the Contract Type selected in Section 8 is Non-qualified (not available if the Owner is a trust or other entity), IRA (including custodial IRAs), Roth IRA, SEP-IRA, or TSA/403(b). Joint Owners must be spouses. If the contract is owned by a sole Owner, the Owner's spouse must be designated as the sole primary beneficiary. Complete the beneficiary information in Section 7. If this is a custodial-owned IRA, it is the responsibility of the custodian to verify that the beneficiary designation at the custodian is the spouse of the Annuitant.] | | | | | | | | |
| Spouse's Name (First, Midd | lle, Last) | | | Birth Date (mo/da | y/yr) | | | |
| | | | | | | | | |

If any rider selected in this section cannot be added to the contract due to age and/or other rider restrictions or state availability, the contract will be issued without that rider.

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12. INTEREST CREDITING OPTIONS Use this section to allocate 100% of your Purchase Payment. Use whole percentages only. Additional Purchase Payments will be allocated based on the options below unless alternate instructions are on file or provided with the Purchase Payment.

| [Fixed Account Option | | % Total |
|---------------------------------|---|-------------------------------|
| S&P 500® Index-Linked Options | 1 Year Point-to-Point 2 Year Point-to-Point Declared Index Interest | % Total % Total % Total |
| MSCI ACWI® Index-Linked Options | 1 Year Point-to-Point 2 Year Point-to-Point Declared Index Interest | % Total % Total % Total |
| | MUST TOTAL 100% | % Total] |

[S&P 500® INDEX

The Product is not sponsored, endorsed, sold or promoted by Standard & Poor's ("S&P") or its third party licensors. Neither S&P nor its third party licensors makes any representation or warranty, express or implied, to the owners of the Product or any member of the public regarding the advisability of investing in securities generally or in the Product particularly or the ability of the S&P 500® index (the "Index") to track general stock market performance. S&P's and its third party licensor's only relationship to Pacific Life Insurance Company is the licensing of certain trademarks and trade names of S&P and the third party licensors and of the Index which is determined, composed and calculated by S&P or its third party licensors without regard to Pacific Life Insurance Company or Product. S&P and its third party licensors have no obligation to take the needs of Pacific Life Insurance Company or the owners of the Product into consideration in determining, composing or calculating the Index. Neither S&P nor its third party licensors is responsible for and has not participated in the determination of the prices and amount of the Product or the timing of the issuance or sale of the Product or in the determination or calculation of the equation by which the Product is to be converted into cash. S&P has no obligation or liability in connection with the administration, marketing or trading of the Product.

NEITHER S&P, ITS AFFILIATES NOR THEIR THIRD PARTY LICENSORS GUARANTEE THE ADEQUACY, ACCURACY, TIMELINESS OR COMPLETENESS OF THE INDEX OR ANY DATA INCLUDED THEREIN OR ANY COMMUNICATIONS, INCLUDING BUT NOT LIMITED TO, ORAL OR WRITTEN COMMUNICATIONS (INCLUDING ELECTRONIC COMMUNICATIONS) WITH RESPECT THERETO. S&P, ITS AFFILIATES AND THEIR THIRD PARTY LICENSORS SHALL NOT BE SUBJECT TO ANY DAMAGES OR LIABILITY FOR ANY ERRORS, OMISSIONS OR DELAYS THEREIN. S&P MAKES NO EXPRESS OR IMPLIED WARRANTIES, AND EXPRESSLY DISCLAIMS ALL WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE OR USE WITH RESPECT TO THE MARKS, THE INDEX OR ANY DATA INCLUDED THEREIN. WITHOUT LIMITING ANY OF THE FOREGOING, IN NO EVENT WHATSOEVER SHALL S&P, ITS AFFILIATES OR THEIR THIRD PARTY LICENSORS BE LIABLE FOR ANY INDIRECT, SPECIAL, INCIDENTAL, PUNITIVE OR CONSEQUENTIAL DAMAGES, INCLUDING BUT NOT LIMITED TO, LOSS OF PROFITS, TRADING LOSSES, LOST TIME OR GOODWILL, EVEN IF THEY HAVE BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES, WHETHER IN CONTRACT, TORT, STRICT LIABILITY OR OTHERWISE.

"Standard & Poor's®", "Standard & Poor's 500™", and "S&P 500®" are trademarks of Standard & Poor's, and have been licensed for use by Pacific Life Insurance Company.

MSCI ACWI® INDEX

The Product and its MSCI ACWI® Index-Linked Options referred to herein is not sponsored, endorsed, or promoted by MSCI, and MSCI bears no liability with respect to any such Products or any index on which such products are based. The Policy Contract contains a more detailed description of the limited relationship MSCI has with Pacific Life Insurance Company and any related products.]

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14. FRAUD NOTICE The following states require insurance companies to provide a fraud warning statement. Refer to the fraud warning statement for your state as indicated below. Please check for state product availability.

District of Columbia: WARNING It is a crime to provide false or misleading information to an insurer for the purpose of defrauding the insurer or any other person. Penalties include imprisonment and/or fines. In addition, an insurer may deny insurance benefits, if false information materially related to a claim was provided by the applicant.

[All Other States: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance or statement of claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which may be a crime and may subject such person to criminal and civil penalties.]

15. STATEMENT OF OWNER(S) I understand that federal law requires all financial institutions to obtain the name, residential address, date of birth, Social Security or taxpayer identification number, and any other information necessary to sufficiently verify the identity of each customer. I understand that failure to provide this information could result in the annuity contract not being issued, delayed or unprocessed transactions, or annuity contract termination. I, the owner(s), understand that I have applied for an individual limited premium deferred annuity contract ("contract") issued by Pacific Life Insurance Company" ("company"). I acknowledge that I have received a product disclosure ("Contract Summary"), and if applicable, a Buyers Guide to Fixed Deferred Annuities prior to applying for this contract. After reviewing my financial background with my registered representative/producer, I believe this contract, including the benefits of its insurance features, will meet my financial objectives based in part upon my age, income, net worth, and tax status, and any existing investments, annuities, or other insurance products I own. If applicable, I considered the appropriateness of full or partial replacement of any existing life insurance or annuity. I also considered my liquidity needs, risk tolerance, and investment time horizon when selecting the contract and allocation options. I understand the terms and conditions related to any optional rider applied for and believe that the rider(s) meet(s) my insurable needs and financial objectives. I have discussed all fees and charges for this contract with my registered representative/producer, including withdrawal charges. If I am an active duty member of the United States Armed Forces (including active duty military reserve personnel). I confirm that this application was not solicited and/or signed on a military base or installation, and I have received from the registered representative/producer the disclosure required by Section 10 of the Military Personnel Financial Services Protection Act. I certify, under penalties of perjury, that I am a U.S. person (including a U.S. resident alien) and that the taxpayer identification number is correct. All answers to questions and statements made on this application are to the best of my knowledge and belief.

[01/13 * S A M P L F *

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I UNDERSTAND THAT AMOUNTS ALLOCATED TO THE FIXED ACCOUNT OPTION EARN INTEREST NOT LESS THAN THE MINIMUM GUARANTEED INTEREST RATE STATED IN THE CONTRACT SPECIFICATIONS. I UNDERSTAND THAT WHILE THE VALUES OF THE CONTRACT MAY BE AFFECTED BY AN EXTERNAL INDEX, THE CONTRACT DOES NOT DIRECTLY PARTICIPATE IN ANY STOCK OR EQUITY INVESTMENT. I UNDERSTAND THAT AMOUNTS WITHDRAWN OR APPLIED FOR AN ANNUITY BEFORE THE END OF THE SURRENDER CHARGE PERIOD ARE SUBJECT TO A MARKET VALUE ADJUSTMENT.

| Owner's Signature | Date (mo/day/yr) | Signed at: City | State |
|---|------------------|-----------------|-------|
| SIGN HERE | DATE | CITY | STATE |
| Joint Owner's Signature (if applicable) | Date (mo/day/yr) | | |
| SIGN HERE | DATE | | |

16. REGISTERED REPRESENTATIVE'S/PRODUCER'S STATEMENT

| 16A. | CHECK ONE | □Yes □No | Do you have any reason to believe that the applicant has any existing life insurance policies or annuity contracts? (Default is "Yes" if neither box is checked.) |
|------|--------------|----------|---|
| 16B. | CHECK ONE | □Yes □No | Do you have reason to believe that any existing life insurance policy or annuity contract has been (or will be) surrendered, withdrawn from, loaned against, changed or otherwise reduced in value, or replaced in connection with this transaction assuming the contract applied for will be issued? |

If "Yes," I affirm that I have instructed the applicant to answer "Yes" to the replacement question in Section 10B of this application. I hereby certify that I have used only Pacific Life's approved sales material in connection with this sale and that copies of all sales materials used were left with the applicant. Any insurer-approved electronically presented sales materials will be provided in printed form to the applicant no later than at the time of the policy or contract delivery. I further certify that I have discussed the appropriateness of replacement and followed Pacific Life's written replacement guidelines. I have explained to the owner(s) how the annuity will meet their insurable needs and financial objectives. I certify that I have reviewed this application and have determined that its proposed purchase is suitable as required under law, based in part on information provided by the owner, as applicable, including age, income, net worth, and tax status, and any existing investments and insurance program. I further certify that I have also considered the owner's liquidity needs, risk tolerance, and investment time horizon; that I followed suitability guidelines in both the recommendation of this annuity and the choice of allocation options, and that this application is subject to review for suitability. I further certify that I have truly and accurately recorded on the application the information provided to me by the applicant. If the applicant is an active duty member of the United States Armed Forces (including active duty military reserve personnel), I certify that this application was not solicited and/or signed on a military base or installation, and I provided to the applicant the disclosure required by Section 10 of the Military Personnel Financial Services Protection Act. I certify that a product disclosure ("Contract Summary"), and if applicable, a Buyers Guide to Fixed Deferred Annuities were presented to and left with the applicant prior to applying for this contract. I further certify that, prior to soliciting the contract applied for, I have completed all state mandated annuity, insurance, and/or product training and agree to provide documentation of such completion upon request by Pacific Life.

I have provided a Pacific Life approved annuity illustration to the applicant in connection with this application. If marked "Yes," a courtesy illustration will be presented with the contract. Yes

| Soliciting Registered Representative's/Producer's Signature | Print Registered Representative's/Producer's Full Name | Option [A B C D] |
|---|--|-------------------|
| Registered Representative's/Producer's Telephone Number | Registered Representative's/Producer's E-Mail Address | |
| Broker/Dealer's Name (if applicable) | Brokerage Account Number (optional) | |

Send completed application as follows: APPLICATION WITH PAYMENT:

[Regular Mail Delivery: P.O. Box 2290, Omaha, NE 68103-2290 Express Mail Delivery: 1299 Farnam Street, 6th Floor, RSD, Omaha, NE 68102 APPLICATION WITHOUT PAYMENT:

Regular Mail Delivery: P.O. Box 2378, Omaha, NE 68103-2378 Express Mail Delivery: 1299 Farnam Street, 6th Floor, RSD, Omaha, NE 68102]

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[Pacific Mariner]

Individual Limited Premium Deferred Annuity Application

| 1. ANNUITANT(S) Must be an individual. Check product guidelines | s for maximum issue | | | |
|---|-----------------------|---------------------------------|--------------|----------------|
| Name (First, Middle, Last) | | Birth Date (mo/day/yr) | | Sex M F |
| Mailing Address | City, State, ZIP | | SSN | |
| Residential Address (if different than mailing address) | City, State, ZIP | | | |
| Solicited at: State Complete this box for custodial-owned qualinformation put here will be used for contra | | | | |
| ADDITIONAL ANNUITANT Optional. Not applicable for qualified c | ontracts. Check On | e: Joint Contingent | | |
| Name (First, Middle, Last) | | Birth Date (mo/day/yr) | | Sex M F |
| Mailing Address | City, State, ZIP | | SSN | |
| Residential Address (if different than mailing address) | City, State, ZIP | | | |
| 2. OWNER(S) If annuitant and owner are the same, do not comple | te this section. Chec | k product guidelines for maximu | m issue age. | |
| Name (First, Middle, Last) | | Birth Date (mo/day/yr) | | Sex ☐ M ☐ F |
| Mailing Address | City, State, ZIP | | SSN/TIN | |
| Residential Address (if different than mailing address) | City, State, ZIP | | | |
| ADDITIONAL OWNER Optional. Not applicable for qualified contra | acts. | | . | |
| Name (First, Middle, Last) | | Birth Date (mo/day/yr) | | Sex F |
| Mailing Address | City, State, ZIP | | SSN | |
| Residential Address (if different than mailing address) | City, State, ZIP | | | |

3. ELECTRONIC INFORMATION CONSENT



| E-Mail address:_ | | | |
|------------------|------|------|--|

By providing the e-mail address above, I consent to receive documents and notices applicable to my contract, including but not limited to reports, statements, immediate confirmations, privacy notice and other notices, and documentation in electronic format when available instead of receiving paper copies of these documents by U.S. mail. I will continue to receive paper copies of annual statements if required by state or federal law. Not all contract documentation and notifications may be currently available in electronic format. I consent to receive in electronic format any documents added in the future. For jointly owned contracts, both owners are consenting to receive information electronically.

I confirm that I have ready access to a computer with Internet access, an active e-mail account to receive this information electronically, and ability to read and retain it. I understand that:

- There is no charge for electronic delivery, although my Internet provider may charge for Internet access.
- I must provide a current e-mail address and notify Pacific Life promptly when my e-mail address changes.
- I must update any e-mail filters that may prevent me from receiving e-mail notifications from Pacific Life.
- I may request a paper copy of the information at any time for no charge, even though I consented to electronic delivery, or if I decide to revoke my consent.
- For jointly owned contracts, both owners are consenting that the primary owner will receive information electronically (Only the primary owner will receive e-mail notices).
- Electronic delivery will be cancelled if e-mails are returned undeliverable.
- This consent will remain in effect until I revoke it.

Pacific Life is not required to deliver this information electronically and may discontinue electronic delivery in whole or in part at any time. Please call (800) 722-4448 if you would like to revoke your consent, wish to receive a paper copy of the information above, or need to update your e-mail address.

4. TELEPHONE/ELECTRONIC AUTHORIZATION

| CHECK IF YES | Yes |
|-----------------|-----|
|-----------------|-----|

As the owner, I will receive this privilege automatically.

If a contract has joint owners, each owner may individually make telephone and/or electronic requests. By checking "Yes," I am also authorizing and directing Pacific Life to act on telephone or electronic instructions from any other person(s) who can furnish proper identification. Pacific Life will use reasonable procedures to confirm that these instructions are authorized and genuine. As long as these procedures are followed, Pacific Life and its affiliates and their directors, trustees, officers, employees, representatives, and/or agents will be held harmless for any claim, liability, loss, or cost.

5. HOUSEHOLDING By signing this application I consent to Pacific Life mailing one copy of contract owner documents to multiple contract owners who share the same household address. Such documents will include announcements and reports, but will not include contract-specific information such as transaction confirmations and statements. This service, known as "householding," reduces expenses, environmental waste, and the volume of mail I receive. If I do not wish to participate in this service and prefer to receive my own contract owner documents, I have checked the box below.

| ☐ I elect NOT to participate in householding. |
|--|
|--|

6. BENEFICIARIES If a beneficiary classification is not indicated, the class for that beneficiary will be primary. Multiple beneficiaries will share the death benefit equally, unless otherwise specified. For contracts owned by a non-individual custodian (including IRAs, 457, and qualified plans) or other non-natural owners, the beneficiary must be the owner listed on the application. Use Section 11, Special Requests, to provide additional beneficiary information.

| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
|----------------------------|------------------------|--------------|--------------|---------|------------|
| | | ☐ Contingent | | | % |
| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
| | | ☐ Contingent | | | % |
| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
| | | ☐ Contingent | | | % |
| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
| | | ☐ Contingent | | | % |

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| 7. CONTRACT TYPE Se | elect ONE. | | | | |
|---|---------------------------------|--|-----------------------------------|--|--|
| [Non-Qualified ^{1,2} | ☐ SIMPLE IRA ³ | ☐ Roth IRA ⁶ | ☐ 401(a) ⁵ | 457(b)-gov't. entity ⁵ | ☐ Keogh/HR-10 ⁵ |
| ☐ IRA ⁶ | SEP-IRA | ☐ TSA/403(b) ⁴ | 401(k) ⁵ | 457(b)-501(c) tax exempt ⁵] | |
| [¹For trust-owned contracts, co Corporate-Owned Disclosure S individual-owned or trust-owne | Statement. 3 Complete SIMF | PLE IRA Employer Informati | on. ⁴ Complete TSA Cen | if owner is a non-natural person or corporation lification. ⁵ Complete Qualified Plan and 457(b | , complete the Non-Natural or) Plan Disclosure. ⁶ For |
| 8. INITIAL PURCHASE EXPECTED TOTAL PUI [Make check payable to | RCHASE PAYMENT | AMOUNT: \$ | | | |
| 8A. NON-QUALIFIED C Indicate type of initial pa | ONTRACT PAYMENT | | · | LIFIED CONTRACT PAYMENT TYP upe of initial payment. | E |
| 1035 exchange(s) | estimated transfer | \$ | _ Tran | sfer | \$ |
| Amount enclosed . | | \$ | _ | over | \$ |
| 9. GUARANTEE TERM Note: Not all Guarantee | | le. Contact Pacific Life | for available Guara | antee Terms and rates. | |
| check [5 Year | Guarantee Term [| 7 Year Guarantee | Term] | | |
| 10. REPLACEMENT 10A. EXISTING INSURA | ANCE | | | | |
| CHECK Yes Yes | | y existing life insurand "if neither box is check | | cts with this or any other company? | |
| 10B. REPLACEMENT | | | | | |
| CHECK Yes Yes | No insurance or an | nuity in this or any oth | er company? If "Yes | nent, termination, or change in values," provide the information below for a tand/or 1035 exchange/transfer form | each policy or contract |
| Insurance Company Na | ame | Policy or Conf | tract Number | Policy or Contract Type Being Repl Life Insurance Fixed Annuity | |
| Insurance Company Na | ame | Policy or Conf | tract Number | Policy or Contract Type Being Repl Life Insurance Fixed Annuity | |
| 11. SPECIAL REQUEST | 「S If additional space i | s needed, attach a leti | ter signed and dated | d by the owner(s). | |
| | • | , | | | |
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12. FRAUD NOTICE The following states require insurance companies to provide a fraud warning statement. Refer to the fraud warning statement for your state as indicated below.

District of Columbia: WARNING It is a crime to provide false or misleading information to an insurer for the purpose of defrauding the insurer or any other person. Penalties include imprisonment and/or fines. In addition, an insurer may deny insurance benefits, if false information materially related to a claim was provided by the applicant.

[All Other States: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance or statement of claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which may be a crime and may subject such person to criminal and civil penalties.]

Page 3 of 4 [01/13]



13. STATEMENT OF OWNER(S) I understand that federal law requires all financial institutions to obtain the name, residential address, date of birth, Social Security or taxpayer identification number, and any other information necessary to sufficiently verify the identity of each customer. I understand that failure to provide this information could result in the annuity contract not being issued, delayed or unprocessed transactions, or annuity contract termination. I, the owner(s), understand that I have applied for a deferred annuity contract ("contract") issued by Pacific Life Insurance Company ("company"). After reviewing my financial background with my registered representative/producer, I believe this contract, including the benefits of its insurance features, will meet my financial objectives based in part upon my age, income, net worth, and tax status, and any existing investments, annuities, or other insurance products I own. If applicable, I considered the appropriateness of full or partial replacement of any existing life insurance or annuity. I also considered my liquidity needs, risk tolerance, and investment time horizon when selecting guarantee terms. I have discussed all withdrawal charges for this contract with my registered representative/producer. I acknowledge that I have received a product disclosure ("Contract Summary"), and if applicable, a Buyers Guide to Fixed Deferred Annuities prior to applying for this contract.

If I am an active duty member of the United States Armed Forces (including active duty military reserve personnel), I confirm that this application was not solicited and/or signed on a military base or installation, and I have received from the registered representative/producer the disclosure required by Section 10 of the Military Personnel Financial Services Protection Act.

I certify, under penalties of perjury, that I am a U.S. person (including a U.S. resident alien) and that the taxpayer identification number is correct. All answers to questions and statements made on this application are to the best of my knowledge and belief.

| Owner's Signature | Date (mo/day/yr) | Signed at: City | State |
|---|------------------|-----------------|-------|
| SIGN HERE | DATE | CITY | STATE |
| Joint Owner's Signature (if applicable) | Date (mo/day/yr) | | |
| SIGN HERE | DATE | | |

14. REGISTERED REPRESENTATIVE'S/PRODUCER'S STATEMENT

| 14A. | CHECK | ∐Yes | ⊠No |
|------|-------|------|-----|
| 14B. | CHECK | ∐Yes | ⊠No |

Do you have any reason to believe that the applicant has any existing life insurance policies or annuity contracts? (Default is "Yes" if neither box is checked.)

Do you have reason to believe that any existing life insurance policy or annuity contract has been (or will be) surrendered, withdrawn from, loaned against, changed or otherwise reduced in value, or replaced in connection with this transaction assuming the contract applied for will be issued? If "Yes," I affirm that I have referred the applicant to the replacement question in Section 10B of this application.

I hereby certify that I have used only Pacific Life's approved sales material in connection with this sale and that copies of all sales materials used were left with the applicant. Any insurer-approved electronically presented sales materials will be provided in printed form to the applicant no later than at the time of the policy or contract delivery. I further certify that I have discussed the appropriateness of replacement and followed Pacific Life's written replacement guidelines. I have explained to the owner(s) how the annuity will meet their insurable needs and financial objectives.

I certify that I have reviewed this application and have determined that its proposed purchase is suitable as required under law, based in part on information provided by the owner, as applicable, including age, income, net worth, and tax status, and any existing investments and insurance program. I further certify that I have also considered the owner's liquidity needs, risk tolerance, and time horizon; that I followed suitability guidelines in both the recommendation of this annuity and the choice of guarantee terms; and that this application is subject to review for suitability.

I further certify that I have truly and accurately recorded on the application the information provided to me by the applicant. I certify that a product disclosure ("Contract Summary"), and if applicable, a Buyers Guide to Fixed Deferred Annuities were presented to and left with the applicant prior to applying for this contract. If the applicant is an active duty member of the United States Armed Forces (including active duty military reserve personnel), I certify that this application was not solicited and/or signed on a military base or installation, and I provided to the applicant the disclosure required by Section 10 of the Military Personnel Financial Services Protection Act.

I further certify that, prior to soliciting the contract applied for, I have completed all state mandated annuity, insurance, and/or product training and agree to provide documentation of such completion upon request by Pacific Life.

I have provided a Pacific Life approved annuity illustration to the applicant in connection with this application. If marked "Yes," a courtesy illustration will be presented with the contract.

Yes

| Soliciting Registered Representative's/Producer's Signature | Print Registered Representative's/Producer's Full Name | Option [A | □В |] |
|---|--|------------|----|---|
| Registered Representative's/Producer's Telephone Number | Registered Representative's/Producer's E-Mail Address | | | |
| Broker/Dealer's Name | Brokerage Account Number (optional) | | | |

[Send completed application as follows: APPLICATION WITH PAYMENT:

Regular Mail Delivery: P.O. Box 2290, Omaha, NE 68103-2290 Express Mail Delivery: 1299 Farnam Street, 6th Floor, RSD, Omaha, NE 68102 APPLICATION <u>WITHOUT</u> PAYMENT:

Regular Mail Delivery: P.O. Box 2378, Omaha, NE 68103-2378 Express Mail Delivery: 1299 Farnam Street, 6th Floor, RSD, Omaha, NE 68102]

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1/13 * S A M P L E *]

Pacific Life Insurance Company [P.O. Box 2378, Omaha, NE 68103-2378 or 1299 Farnam Street, 6th Floor, RSD, Omaha, NE 68102

www.PacificLife.com

Contract Owners: (800) 722-4448 Registered Representatives/Agents: (800) 722-2333]

Please verify that the information is correct, and carefully read and sign where indicated.

Primary or Contingent

[PACIFIC MARINER]

Individual Deferred Annuity Application

CONTRACT INFORMATION

| Product Name: [Pacific Mariner] Initial Purchase Payment: Initial Purchase Payment: Expected Total Purchase Payment: Owner Type: | Contract Type: [Non-Qualified] Source of Initial Purchase Payment: Source of Initial Purchase Payment: Contribution Year: |
|--|---|
| Owner Information Name: Residential Address: | Annuitant Information Name: Residential Address: |
| Mailing Address: | Mailing Address: |
| SSN/TIN: Birth Date/Trust Date: Gender: Joint Owner Information Name: Residential Address: | SSN: Birth Date: Gender: Additional Annuitant Information Name: Residential Address: |
| Mailing Address: | Mailing Address: |
| SSN: Birth Date: Gender: | SSN: Birth Date: Gender: Annuitant Type: |

SSN/TIN

Beneficiaries Name

Percentage Allocation

Birthdate (mo/day/yr)

Relationship

Contract Options Elected

Guarantee Term:

Note: Not all Guarantee Terms may be available. Contact Pacific Life for available Guarantee Terms and rates.

Contract Services

Electronic Information Consent: Email Address:

Householding Service:

Special Requests

ELECTRONIC INFORMATION CONSENT

By providing the e-mail address in the Contract Services section of this application, I consent to receive documents and notices applicable to my contract, including but not limited to reports, statements, immediate confirmations, privacy notice and other notices, and documentation in electronic format when available instead of receiving paper copies of these documents by U.S. mail. I will continue to receive paper copies of annual statements if required by state or federal law. Not all contract documentation and notifications may be currently available in electronic format. I consent to receive in electronic format any documents added in the future. For jointly owned contracts, both owners are consenting to receive information electronically.

I confirm that I have ready access to a computer with Internet access, an active email account to receive this information electronically, and ability to read and retain it. I understand that:

- There is no charge for electronic delivery, although my Internet provider may charge for Internet access.
- I must provide a current e-mail address and notify Pacific Life promptly when my e-mail address changes.
- I must update any e-mail filters that may prevent me from receiving e-mail notifications from Pacific Life.
- I may request a paper copy of the information at any time for no charge, even though I consented to electronic delivery, or if I decide
 to revoke my consent.
- For jointly owned contracts, both owners are consenting that the primary owner will receive information electronically. (Only the primary owner will receive e-mail notices.)
- Electronic delivery will be cancelled if e-mails are returned undeliverable.
- This consent will remain in effect until I revoke it.

Pacific Life is not required to deliver this information electronically and may discontinue electronic delivery in whole or in part at any time. Please call (800) 722-4448 if you would like to revoke your consent, wish to receive a paper copy of the information above, or need to update your e-mail address.

HOUSEHOLDING

If elected above and by signing this application, I consent to Pacific Life mailing one copy of contract owner documents to multiple contract owners who share the same household address. Such documents will include prospectuses, prospectus supplements, announcements, and reports, but will not include contract-specific information such as transaction confirmations and statements. This service, known as "householding," reduces expenses, environmental waste, and the volume of mail I receive.

REPLACEMENT QUESTIONS

| State in which | the application is signed: California |
|----------------|--|
| | Do you have any existing life insurance or annuity contracts with this or any other company? Will the purchase of this annuity result in the replacement, termination or change in value of any existing life insurance or annuity in this or any other company? |

Insurance Company Name:

Policy or Contract Number:

Policy or Contract Type Policy or Contract Number:

Policy or Contract Type Policy or Contract Number:

Policy or Contract Type Being Replaced: Policy or Contract Type Being Replaced:

FRAUD NOTICE The following states require insurance companies to provide a fraud warning statement. Refer to the fraud warning statement for your state as indicated below.

District of Columbia: WARNING It is a crime to provide false or misleading information to an insurer for the purpose of defrauding the insurer or any other person. Penalties include imprisonment and/or fines. In addition, an insurer may deny insurance benefits, if false information materially related to a claim was provided by the applicant.

[All Other States: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance or statement of claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which may be a crime and may subject such person to criminal and civil penalties.]

25-1228-4 Page 2 of 3 [01/13]

CONTRACT OWNER SIGNATURES

I understand that federal law requires all financial institutions to obtain the name, residential address, date of birth, Social Security or taxpayer identification number, and any other information necessary to sufficiently verify the identity of each customer. I understand that failure to provide this information could result in the annuity contract not being issued, delayed or unprocessed transactions, or annuity contract termination. I, the owner(s), understand that I have applied for a deferred annuity contract ("contract") issued by Pacific Life Insurance Company ("company"). After reviewing my financial background with my registered representative/producer, I believe this contract, including the benefits of its insurance features, will meet my financial objectives based in part upon my age, income, net worth, and tax status, and any existing investments, annuities, or other insurance products I own. If applicable, I considered the appropriateness of full or partial replacement of any existing life insurance or annuity. I also considered my liquidity needs, risk tolerance, and investment time horizon when selecting guarantee terms. I have discussed all withdrawal charges for this contract with my registered representative/producer.

If I am an active duty member of the United States Armed Forces (including active duty military reserve personnel), I confirm that this application was not solicited and/or signed on a military base or installation, and I have received from the registered representative/producer the disclosure required by Section 10 of the Military Personnel Financial Services Protection Act.

I certify, under penalties of perjury, that I am a U.S. person (including a U.S. resident alien) and that the taxpayer identification number is correct. All answers to questions and statements made on this application are to the best of my knowledge and belief.

I have read the applicable fraud statement contained in the Fraud Notice section.

| Contract Owner: | | J | oint Owner: | · | |
|---|--|--|---|--|---|
| | (Signature) | (Date) | | (Signature) | (Date) |
| Signed At: City: | | State: | | | |
| REGISTERED REPRE | SENTATIVE/AGENT INF | <u>ORMATION</u> | | | |
| □ Yes □ No Do you from, le applied I hereby certify that I h were left with the appli than at the time of the pwritten replacement gu I have explained to the I certify that I have revinformation provided b program. I further certify that I hat the recommendation of I further certify that I hat I hat the applicant is an application was not sol the Military Personnel I further certify that, training and agree to I have provided a Pace | have reason to believe the baned against, changed of for will be issued? If "Ye have used only Pacific Life cant. Any insurer-approve policy or contract delivery, idelines. owner(s) how the annuity riewed this application any the owner, as applicable ave also considered the contract delivery and accurately reactive duty member of the icited and/or signed on a Financial Services Protectiprior to soliciting the corprovide documentation | r otherwise reduced in value s," I affirm that I have instrue's approved sales material ad electronically presented at least electronical e | e policy or annuity cone, or replaced in connected the applicant to a in connection with the sales materials will be discussed the approprieds and financial objects and financial objects and financial objects and financial objects worth, and tax statement worth, and tax statement worth, and time hat this application is a information provided coes (including active and I provided to the completed all statements). | ntract has been (or will ection with this transact answer "Yes" to the repairs sale and that copie e provided in printed friateness of replacementations. It is suitable as required atus, and any existing morizon; that I followed subject to review for sold to me by the applicant duty military reserve exapplicant the disclosure mandated annuity, ife. | be) surrendered, withdrawn tion assuming the contract placement question above. It is of all sales materials used form to the applicant no later and followed Pacific Life's under law, based in part on a investments and insurance suitability guidelines in both uitability. |
| Registered Representa | tive/Agent: | (Signature) | (Da | ite) | |
| Print Registered Repre Broker/Dealer Name: Registered Representa | · · | | | | |
| Phone Number: Option: | | | | | |

Page 3 of 3

[01/13 | * S A M P L E *



Pacific Life Insurance Company
[P.O. Box 2378, Omaha, NE 68103-2378
or 1299 Farnam Street, 6th Floor, Romana, NE 68102
www.PacificLife.com Contract Owners: (800) 722-4448

Registered Representatives/Producers: (800) 722-2333]

[Pacific Expedition]

Individual Limited Premium Deferred Annuity Application

| I. ANNUITANT(S) Must be an individual. Check product guid | eiines for maximum issu | | | |
|--|--------------------------|---|----------------|-------|
| Name (First, Middle, Last) | | Birth Date (mo/day/yr) | | Sex |
| Mailing Address | City, State, ZIP | | SSN | |
| Residential Address (if different than mailing address) | City, State, ZIP | | | |
| Solicited at: State Complete this box for custodial-owned Information put here will be used for custodial-owned for custodial | | | | |
| ADDITIONAL ANNUITANT Optional. Not applicable for qualit | fied contracts Check O | ne: Joint Contingent | ı | |
| Name (First, Middle, Last) | | Birth Date (mo/day/yr) | | Sex F |
| Mailing Address | City, State, ZIP | | SSN | |
| Residential Address (if different than mailing address) | City, State, ZIP | | | |
| 2. OWNER(S) If annuitant and owner are the same, do not co Name (First, Middle, Last) Mailing Address | mplete this section. Che | ck product guidelines for maxin Birth Date (mo/day/yr) | num issue age. | Sex |
| Mailing Address | Oily, State, ZIF | | 3311/1111 | |
| Residential Address (if different than mailing address) | City, State, ZIP | | | |
| ADDITIONAL OWNER Optional. Not applicable for qualified o | contracts. | | | |
| Name (First, Middle, Last) | | Birth Date (mo/day/yr) | | Sex |
| Mailing Address | City, State, ZIP | | SSN | |
| Residential Address (if different than mailing address) | City, State, ZIP | | | |
| 2A. RATE ADVANTAGE FEATURE YES NO – Default is NO if neither box is checked. | • | | | |

3. ELECTRONIC INFORMATION CONSENT



| E-Mail address: | |
|-----------------|--|
| | |

By providing the e-mail address above, I consent to receive documents and notices applicable to my contract, including but not limited to reports, statements, immediate confirmations, privacy notice and other notices, and documentation in electronic format when available instead of receiving paper copies of these documents by U.S. mail. I will continue to receive paper copies of annual statements if required by state or federal law. Not all contract documentation and notifications may be currently available in electronic format. I consent to receive in electronic format any documents added in the future. For jointly owned contracts, both owners are consenting to receive information electronically.

I confirm that I have ready access to a computer with Internet access, an active e-mail account to receive this information electronically, and ability to read and retain it. I understand that:

- There is no charge for electronic delivery, although my Internet provider may charge for Internet access.
- I must provide a current e-mail address and notify Pacific Life promptly when my e-mail address changes.
- I must update any e-mail filters that may prevent me from receiving e-mail notifications from Pacific Life.
- I may request a paper copy of the information at any time for no charge, even though I consented to electronic delivery, or if I decide to
 revoke my consent.
- For jointly owned contracts, both owners are consenting that the primary owner will receive information electronically (Only the primary owner will receive e-mail notices).
- Electronic delivery will be cancelled if e-mails are returned undeliverable.
- This consent will remain in effect until I revoke it.

Pacific Life is not required to deliver this information electronically and may discontinue electronic delivery in whole or in part at any time. Please call (800) 722-4448 if you would like to revoke your consent, wish to receive a paper copy of the information above, or need to update your e-mail address.

4. TELEPHONE/ELECTRONIC AUTHORIZATION

As the owner, I will receive this privilege automatically.

If a contract has joint owners, each owner may individually make telephone and/or electronic requests. By checking "Yes," I am also authorizing and directing Pacific Life to act on telephone or electronic instructions from any other person(s) who can furnish proper identification. Pacific Life will use reasonable procedures to confirm that these instructions are authorized and genuine. As long as these procedures are followed, Pacific Life and its affiliates and their directors, trustees, officers, employees, representatives, and/or agents will be held harmless for any claim, liability, loss, or cost.

| 5. HOUSEHOLDING By signing this application I consent to Pacific Life mailing one copy of contract owner documents to multiple contract owners |
|---|
| who share the same household address. Such documents will include announcements and reports, but will not include contract-specific information |
| such as transaction confirmations and statements. This service, known as "householding," reduces expenses, environmental waste, and the volume |
| of mail I receive. If I do not wish to participate in this service and prefer to receive my own contract owner documents, I have checked the box below. |

| ☐ I elect NOT to participate in householdin | ıg. |
|--|-----|
|--|-----|

6. BENEFICIARIES If a beneficiary classification is not indicated, the class for that beneficiary will be primary. Multiple beneficiaries will share the death benefit equally, unless otherwise specified. For contracts owned by a non-individual custodian (including IRAs, 457, and qualified plans) or other non-natural owners, the beneficiary must be the owner listed on the application. Use Section 11, Special Requests, to provide additional beneficiary information.

| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
|----------------------------|------------------------|--------------|--------------|---------|------------|
| | | ☐ Contingent | | | % |
| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
| | | ☐ Contingent | | | % |
| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
| | | ☐ Contingent | | | % |
| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
| | | ☐ Contingent | | | % |

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| 7. CONTRACT TYPE Select | ONE. | | | | |
|--|--|-------------------------|-------------------------------|--|---|
| [Non-Qualified ^{1,2} | SIMPLE IRA ³ | Roth IRA6 | ☐ 401(a) ⁵ | 457(b)-gov't. entity ⁵ | ☐ Keogh/HR-10 ⁵ |
| ☐ IRA6 ☐ | SEP-IRA | TSA/403(b) ⁴ | ☐ 401(k) ⁵ | 457(b)-501(c) tax ex | kempt⁵] |
| | ment. ³ Complete SIMPLE IRA | Employer Information. | ⁴ Complete TSA Cer | tification. ⁵ Complete Qualified Plan a | orporation, complete the Non-Natural or and 457(b) Plan Disclosure. ⁶ For |
| 8. PURCHASE PAYMENT II | NITIAL AMOUNT [Make | check payable to | Pacific Life Insura | ance Company.] | |
| 8A. NON-QUALIFIED CONT <i>Indicate type of initial payme</i> | | Ē | | LIFIED CONTRACT PAYMENT /pe of initial payment. | IT TYPE |
| 1035 exchange(s)/estir | mated transfer \$ | | ☐ Tran | nsfer | \$ |
| Amount enclosed | \$ | | ☐ Roll | over | |
| 9. GUARANTEE TERM Sele Note: Not all Guarantee Tern CHECK ONE [] 5 Year Gua | ns may be available. Con | itact Pacific Life fo | | antee Terms and rates. | |
| 10. REPLACEMENT | | | | _ | |
| 10A. EXISTING INSURANCE | E | | | | |
| CHECK Yes No | = | ing life insurance | or annuity contrac | cts with this or any other comp | pany? |
| 10B. REPLACEMENT |] (Delault is Yes II field | HEL DOX IS CHECKE | u.) | | |
| CHECK Yes No | insurance or annuity in | this or any other | company? If "Yes | | in value of any existing life low for each policy or contract fer forms. |
| Insurance Company Name | | Policy or Contra | ct Number | Policy or Contract Type Beil Life Insurance Fixed | ng Replaced Annuity |
| Insurance Company Name | | Policy or Contra | ct Number | Policy or Contract Type Bei | ng Replaced Annuity |
| 11. SPECIAL REQUESTS If | additional space is need | ed, attach a letter | signed and dated | d by the owner(s). | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
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| | | | | | |
| | | | | | |

12. FRAUD NOTICE The following states require insurance companies to provide a fraud warning statement. Refer to the fraud warning statement for your state as indicated below.

District of Columbia: WARNING It is a crime to provide false or misleading information to an insurer for the purpose of defrauding the insurer or any other person. Penalties include imprisonment and/or fines. In addition, an insurer may deny insurance benefits, if false information materially related to a claim was provided by the applicant.

[All Other States: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance or statement of claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which may be a crime and may subject such person to criminal and civil penalties.]

[01/13

25-1229-2 Page 3 of 4

13. STATEMENT OF OWNER(S) I understand that federal law requires all financial institutions to obtain the name, residential address, date of birth, Social Security or taxpayer identification number, and any other information necessary to sufficiently verify the identity of each customer. I understand that failure to provide this information could result in the annuity contract not being issued, delayed or unprocessed transactions, or annuity contract termination. I, the owner(s), understand that I have applied for a deferred annuity contract ("contract") issued by Pacific Life Insurance Company ("company"). After reviewing my financial background with my registered representative/producer, I believe this contract, including the benefits of its insurance features, will meet my financial objectives based in part upon my age, income, net worth, and tax status, and any existing investments, annuities, or other insurance products I own. If applicable, I considered the appropriateness of full or partial replacement of any existing life insurance or annuity. I also considered my liquidity needs, risk tolerance, and investment time horizon when selecting guarantee terms. I have discussed all withdrawal charges for this contract with my registered representative/producer. I acknowledge that I have received a product disclosure ("Contract Summary"), and if applicable, a Buyers Guide to Fixed Deferred Annuities prior to applying for this contract.

If I am an active duty member of the United States Armed Forces (including active duty military reserve personnel), I confirm that this application was not solicited and/or signed on a military base or installation, and I have received from the registered representative/producer the disclosure required by Section 10 of the Military Personnel Financial Services Protection Act.

I certify, under penalties of perjury, that I am a U.S. person (including a U.S. resident alien) and that the taxpayer identification number is correct. All answers to questions and statements made on this application are to the best of my knowledge and belief.

| Owner's Signature | Date (mo/day/yr) | Signed at: City | State |
|---|------------------|-----------------|-------|
| SIGN HERE | DATE | CITY | STATE |
| Joint Owner's Signature (if applicable) | Date (mo/day/yr) | | |
| SIGN HERE | DATE | | |

14. REGISTERED REPRESENTATIVE'S/PRODUCER'S STATEMENT

| 14A. | CHECK ONE | □Yes □No |
|------|--------------|----------|
| 14B. | CHECK ONE | □Yes □No |

Do you have any reason to believe that the applicant has any existing life insurance policies or annuity contracts? (Default is "Yes" if neither box is checked.)

Do you have reason to believe that any existing life insurance policy or annuity contract has been (or will be) surrendered, withdrawn from, loaned against, changed or otherwise reduced in value, or replaced in connection with this transaction assuming the contract applied for will be issued? If "Yes," I affirm that I have referred the applicant to the replacement question in Section 10B of this application.

I hereby certify that I have used only Pacific Life's approved sales material in connection with this sale and that copies of all sales materials used were left with the applicant. Any insurer-approved electronically presented sales materials will be provided in printed form to the applicant no later than at the time of the policy or contract delivery. I further certify that I have discussed the appropriateness of replacement and followed Pacific Life's written replacement guidelines. I have explained to the owner(s) how the annuity will meet their insurable needs and financial objectives.

I certify that I have reviewed this application and have determined that its proposed purchase is suitable as required under law, based in part on information provided by the owner, as applicable, including age, income, net worth, and tax status, and any existing investments and insurance program. I further certify that I have also considered the owner's liquidity needs, risk tolerance, and time horizon; that I followed suitability guidelines in both the recommendation of this annuity and the choice of guarantee terms; and that this application is subject to review for suitability.

I further certify that I have truly and accurately recorded on the application the information provided to me by the applicant. I certify that a product disclosure ("Contract Summary"), and if applicable, a Buyers Guide to Fixed Deferred Annuities was presented to and left with the applicant prior to applying for this contract. If the applicant is an active duty member of the United States Armed Forces (including active duty military reserve personnel), I certify that this application was not solicited and/or signed on a military base or installation, and I provided to the applicant the disclosure required by Section 10 of the Military Personnel Financial Services Protection Act.

I further certify that, prior to soliciting the contract applied for, I have completed all state mandated annuity, insurance, and/or product training and agree to provide documentation of such completion upon request by Pacific Life.

I have provided a Pacific Life approved annuity illustration to the applicant in connection with this application. If marked "Yes," a courtesy illustration will be presented with the contract. Yes

| Soliciting Registered Representative's/Producer's Signature | Print Registered Representative's/Producer's Full Name | Option [A | □В | □ C] |
|---|--|------------|----|------|
| Registered Representative's/Producer's Telephone Number | Registered Representative's/Producer's E-Mail Address | | | |
| Broker/Dealer's Name | Brokerage Account Number (optional) | | | |

[Send completed application as follows:

APPLICATION WITH PAYMENT:

Regular Mail Delivery: P.O. Box 2290, Omaha, NE 68103-2290

Express Mail Delivery: 1299 Farnam Street, 6th Floor, RSD, Omaha, NE 68102

APPLICATION <u>WITHOUT</u> PAYMENT:

Regular Mail Delivery: P.O. Box 2378, Omaha, NE 68103-2378

Express Mail Delivery: 1299 Farnam Street, 6th Floor, RSD, Omaha, NE 68102]

1/13 * S A M P L E *

25-1229-2 Page 4 of 4



[Pacific Explorer]

Individual Limited Premium Deferred Annuity Application

| 1. ANNUITANT(S) Must be an individual. Check product guidelines | s for maximum issue | age. | | |
|---|------------------------|---|-----------|-------|
| Name (First, Middle, Last) | | Birth Date (mo/day/yr) | | Sex F |
| Mailing Address | City, State, ZIP | | SSN | , |
| Residential Address (if different than mailing address) | City, State, ZIP | | | |
| Solicited at: State Complete this box for custodial-owned qual Information put here will be used for contra | ct and registered rep | resentative/producer appointment _l | | |
| ADDITIONAL ANNUITANT Optional. Not applicable for qualified c | onuacis. Check On | | | |
| Name (First, Middle, Last) | | Birth Date (mo/day/yr) | | Sex F |
| Mailing Address | City, State, ZIP | | SSN | |
| Residential Address (if different than mailing address) | City, State, ZIP | | | |
| 2. OWNER(S) If annuitant and owner are the same, do not comple | ete this section. Chec | | ssue age. | |
| Name (First, Middle, Last) | | Birth Date (mo/day/yr) | | Sex F |
| Mailing Address | City, State, ZIP | | SSN/TIN | |
| Residential Address (if different than mailing address) | City, State, ZIP | | | |
| ADDITIONAL OWNER Optional. Not applicable for qualified contra | acts. | | | |
| Name (First, Middle, Last) | | Birth Date (mo/day/yr) | | Sex F |
| Mailing Address | City, State, ZIP | | SSN | |
| Residential Address (if different than mailing address) | City, State, ZIP | | | |

3. ELECTRONIC INFORMATION CONSENT



| E-Mail address: | |
|-----------------|--|
| | |

By providing the e-mail address above, I consent to receive documents and notices applicable to my contract, including but not limited to reports, statements, immediate confirmations, privacy notice and other notices, and documentation in electronic format when available instead of receiving paper copies of these documents by U.S. mail. I will continue to receive paper copies of annual statements if required by state or federal law. Not all contract documentation and notifications may be currently available in electronic format. I consent to receive in electronic format any documents added in the future. For jointly owned contracts, both owners are consenting to receive information electronically.

I confirm that I have ready access to a computer with Internet access, an active e-mail account to receive this information electronically, and ability to read and retain it. I understand that:

- There is no charge for electronic delivery, although my Internet provider may charge for Internet access.
- I must provide a current e-mail address and notify Pacific Life promptly when my e-mail address changes.
- I must update any e-mail filters that may prevent me from receiving e-mail notifications from Pacific Life.
- I may request a paper copy of the information at any time for no charge, even though I consented to electronic delivery, or if I decide to revoke my consent.
- For jointly owned contracts, both owners are consenting that the primary owner will receive information electronically (Only the primary owner will receive e-mail notices).
- Electronic delivery will be cancelled if e-mails are returned undeliverable.
- This consent will remain in effect until I revoke it.

Pacific Life is not required to deliver this information electronically and may discontinue electronic delivery in whole or in part at any time. Please call (800) 722-4448 if you would like to revoke your consent, wish to receive a paper copy of the information above, or need to update your e-mail address.

4. TELEPHONE/ELECTRONIC AUTHORIZATION

| CHECK IF YES | Yes |
|-----------------|-----|
|-----------------|-----|

As the owner, I will receive this privilege automatically.

If a contract has joint owners, each owner may individually make telephone and/or electronic requests. By checking "Yes," I am also authorizing and directing Pacific Life to act on telephone or electronic instructions from any other person(s) who can furnish proper identification. Pacific Life will use reasonable procedures to confirm that these instructions are authorized and genuine. As long as these procedures are followed, Pacific Life and its affiliates and their directors, trustees, officers, employees, representatives, and/or agents will be held harmless for any claim, liability, loss, or cost.

5. HOUSEHOLDING By signing this application I consent to Pacific Life mailing one copy of contract owner documents to multiple contract owners who share the same household address. Such documents will include announcements and reports, but will not include contract-specific information such as transaction confirmations and statements. This service, known as "householding," reduces expenses, environmental waste, and the volume of mail I receive. If I do not wish to participate in this service and prefer to receive my own contract owner documents, I have checked the box below.

6. BENEFICIARIES If a beneficiary classification is not indicated, the class for that beneficiary will be primary. Multiple beneficiaries will share the death benefit equally, unless otherwise specified. For contracts owned by a non-individual custodian (including IRAs, 457, and qualified plans) or other non-natural owners, the beneficiary must be the owner listed on the application. Use Section 11, Special Requests, to provide additional beneficiary information.

| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
|----------------------------|------------------------|--------------|--------------|---------|------------|
| | | ☐ Contingent | | | % |
| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
| | | ☐ Contingent | | | % |
| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
| | | ☐ Contingent | | | % |
| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
| | | ☐ Contingent | | | % |

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| 7. CONTRACT TYPE Se | lect ONE. | | | | |
|--|---|-------------------------|----------------------------------|--|---|
| [Non-Qualified ^{1,2} | SIMPLE IRA ³ | Roth IRA6 | ☐ 401(a) ⁵ | 457(b)-gov't. entity | 5 |
| ☐ IRA ⁶ | SEP-IRA | TSA/403(b) ⁴ | ☐ 401(k) ⁵ | ☐ 457(b)-501(c) tax e | xempt ⁵] |
| Corporate-Owned Disclosure S | | A Employer Informatio | n. ⁴ Complete TSA Cer | tification. 5Complete Qualified Plan | orporation, complete the Non-Natural or and 457(b) Plan Disclosure. ⁶ For |
| 8. INITIAL PREMIUM AN | MOUNT [Make check payal | ole to Pacific Life I | nsurance Compan | у.] | |
| 8A. NON-QUALIFIED Condicate type of initial pay | ONTRACT PAYMENT TYF /ment. | PE | | LIFIED CONTRACT PAYME /pe of initial payment. | NT TYPE |
| 1035 exchange(s)/ | estimated transfer \$_ | | Trar | nsfer | \$ |
| Amount enclosed . | \$_ | | _ Roll | over | \$ |
| | Γerms may be available. Co | | | | |
| CHECK [1 Year (| Guarantee Term 3 | Year Guarantee T | erm 6 Yea | ar Guarantee Term] | |
| 10. REPLACEMENT 10A. EXISTING INSURA CHECK YES 1 10B. REPLACEMENT | Do you have any exis (Default is "Yes" if ne | ither box is check | ed.) | cts with this or any other com | pany? e in value of any existing life |
| CHECK Yes Yes | insurance or annuity | in this or any other | er company? If "Yes | | low for each policy or contract |
| Insurance Company Na | me | Policy or Contr | act Number | Policy or Contract Type Be | ng Replaced Annuity |
| Insurance Company Na | me | Policy or Contr | act Number | Policy or Contract Type Be | ng Replaced Annuity |
| 11. SPECIAL REQUEST | S If additional space is nee | eded, attach a lette | er signed and date | d by the owner(s). | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

12. FRAUD NOTICE The following states require insurance companies to provide a fraud warning statement. Refer to the fraud warning statement for your state as indicated below.

District of Columbia: WARNING It is a crime to provide false or misleading information to an insurer for the purpose of defrauding the insurer or any other person. Penalties include imprisonment and/or fines. In addition, an insurer may deny insurance benefits, if false information materially related to a claim was provided by the applicant.

[All Other States: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance or statement of claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which may be a crime and may subject such person to criminal and civil penalties.]

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13. STATEMENT OF OWNER(S) I understand that federal law requires all financial institutions to obtain the name, residential address, date of birth, Social Security or taxpayer identification number, and any other information necessary to sufficiently verify the identity of each customer. I understand that failure to provide this information could result in the annuity contract not being issued, delayed or unprocessed transactions, or annuity contract termination. I, the owner(s), understand that I have applied for a deferred annuity contract ("contract") issued by Pacific Life Insurance Company ("company"). After reviewing my financial background with my registered representative/producer, I believe this contract, including the benefits of its insurance features, will meet my financial objectives based in part upon my age, income, net worth, and tax status, and any existing investments, annuities, or other insurance products I own. If applicable, I considered the appropriateness of full or partial replacement of any existing life insurance or annuity. I also considered my liquidity needs, risk tolerance, and investment time horizon when selecting guarantee terms. I have discussed all withdrawal charges for this contract with my registered representative/producer. I acknowledge that I have received a product disclosure ("Contract Summary"), and if applicable, a Buyers Guide to Fixed Deferred Annuities prior to applying for this contract.

If I am an active duty member of the United States Armed Forces (including active duty military reserve personnel), I confirm that this application was not solicited and/or signed on a military base or installation, and I have received from the registered representative/producer the disclosure required by Section 10 of the Military Personnel Financial Services Protection Act.

I certify, under penalties of perjury, that I am a U.S. person (including a U.S. resident alien) and that the taxpayer identification number is correct. All answers to questions and statements made on this application are to the best of my knowledge and belief.

| Owner's Signature | Date (mo/day/yr) | Signed at: City | State |
|---|------------------|-----------------|-------|
| SIGN HERE | DATE | CITY | STATE |
| Joint Owner's Signature (if applicable) | Date (mo/day/yr) | | |
| SIGN HERE | DATE | | |

14. REGISTERED REPRESENTATIVE'S/PRODUCER'S STATEMENT

| 14A. | CHECK ONE | □Yes □No |
|------|--------------|----------|
| 14B. | CHECK ONE | □Yes □No |

Do you have any reason to believe that the applicant has any existing life insurance policies or annuity contracts? (Default is "Yes" if neither box is checked.)

Do you have reason to believe that any existing life insurance policy or annuity contract has been (or will be) surrendered, withdrawn from, loaned against, changed or otherwise reduced in value, or replaced in connection with this transaction assuming the contract applied for will be issued? If "Yes," I affirm that I have referred the applicant to the replacement question in Section 10B of this application.

I hereby certify that I have used only Pacific Life's approved sales material in connection with this sale and that copies of all sales materials used were left with the applicant. Any insurer-approved electronically presented sales materials will be provided in printed form to the applicant no later than at the time of the policy or contract delivery. I further certify that I have discussed the appropriateness of replacement and followed Pacific Life's written replacement guidelines. I have explained to the owner(s) how the annuity will meet their insurable needs and financial objectives. I certify that I have reviewed this application and have determined that its proposed purchase is suitable as required under law, based in part on information provided by the owner, as applicable, including age, income, net worth, and tax status, and any existing investments and insurance program. I further certify that I have also considered the owner's liquidity needs, risk tolerance, and time horizon; that I followed suitability guidelines in both the recommendation of this annuity and the choice of guarantee terms; and that this application is subject to review for suitability. I further certify that I have truly and accurately recorded on the application the information provided to me by the applicant. I certify that a product disclosure ("Contract Summary"), and if applicable, a Buyers Guide to Fixed Deferred Annuities were presented to and left with the applicant prior to applying for this contract. If the applicant is an active duty member of the United States Armed Forces (including active duty military reserve personnel), I certify that this application was not solicited and/or signed on a military base or installation, and I provided to the applicant the disclosure required by Section 10 of the Military Personnel Financial Services Protection Act.

I further certify that, prior to soliciting the contract applied for, I have completed all state mandated annuity, insurance, and/or product training and agree to provide documentation of such completion upon request by Pacific Life.

I have provided a Pacific Life approved annuity illustration to the applicant in connection with this application. If marked "Yes," a courtesy illustration will be presented with the contract.

Yes

| Soliciting Registered Representative's/Producer's Signature | Print Registered Representative's/Producer's Full Name | Option [A | □В | □ C] |
|---|--|------------|----|------|
| Registered Representative's/Producer's Telephone Number | Registered Representative's/Producer's E-Mail Address | | | |
| Broker/Dealer's Name | Brokerage Account Number (optional) | | | |

[Send completed application as follows: APPLICATION <u>WITH</u> PAYMENT:

Regular Mail Delivery: P.O. Box 2290, Omaha, NE 68103-2290 Express Mail Delivery: 1299 Farnam Street, 6th Floor, RSD, Omaha, NE 68102 APPLICATION <u>WITHOUT</u> PAYMENT:

Regular Mail Delivery: P.O. Box 2378, Omaha, NE 68103-2378 Express Mail Delivery: 1299 Farnam Street, 6th Floor, RSD, Omaha, NE 68102]

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/13 * S A M P L E *



[Pacific Frontiers II]

Individual Single Premium Deferred Annuity Application

| 1. ANNUITANT(S) Must be an individual. Check product guidelines for maximum issue age. | | | | | | | | | |
|---|-------------------|------------------------|---------|----------------|--|--|--|--|--|
| Name (First, Middle, Last) | | Birth Date (mo/day/yr) | | Sex M F | | | | | |
| Mailing Address | City, State, ZIP | | SSN | | | | | | |
| Residential Address (if different than mailing address) | City, State, ZIP | | | | | | | | |
| Solicited at: State Complete this box for custodial-owned qualified contracts only. Will not be valid for any other contract types. Information put here will be used for contract and registered representative/producer appointment purposes. | | | | | | | | | |
| ADDITIONAL ANNUITANT Not applicable for qualified contracts. | Check One: 🗌 Join | | | | | | | | |
| Name (First, Middle, Last) | | Birth Date (mo/day/yr) | | Sex M F | | | | | |
| Mailing Address | City, State, ZIP | | SSN | | | | | | |
| Residential Address (if different than mailing address) | City, State, ZIP | | | | | | | | |
| 2. OWNER(S) If annuitant and owner are the same, do not complete this section. Check product guidelines for maximum issue age. | | | | | | | | | |
| Name (First, Middle, Last) | | Birth Date (mo/day/yr) | | Sex ☐ M ☐ F | | | | | |
| Mailing Address | City, State, ZIP | | SSN/TIN | | | | | | |
| Residential Address (if different than mailing address) | City, State, ZIP | | | | | | | | |
| JOINT OWNER Not applicable for qualified contracts. | | | | | | | | | |
| Name (First, Middle, Last) | | Birth Date (mo/day/yr) | | Sex F | | | | | |
| Mailing Address | City, State, ZIP | 1 | SSN | | | | | | |
| Residential Address (if different than mailing address) | City, State, ZIP | | | | | | | | |

3. ELECTRONIC INFORMATION CONSENT

| | _ |
|----------|---|
| FOR EVEN | |
| FASTER | |
| DELIVERY | |
| | |

| E-Mail address:_ | | |
|------------------|--|--|

By providing the e-mail address above, I consent to receive documents and notices applicable to my contract, including but not limited to reports, statements, immediate confirmations, privacy notice and other notices, and documentation in electronic format when available instead of receiving paper copies of these documents by U.S. mail. I will continue to receive paper copies of annual statements if required by state or federal law. Not all contract documentation and notifications may be currently available in electronic format. I consent to receive in electronic format any documents added in the future. For jointly owned contracts, both owners are consenting to receive information electronically.

I confirm that I have ready access to a computer with Internet access, an active e-mail account to receive this information electronically, and ability to read and retain it. I understand that:

- There is no charge for electronic delivery, although my Internet provider may charge for Internet access.
- I must provide a current e-mail address and notify Pacific Life promptly when my e-mail address changes.
- I must update any e-mail filters that may prevent me from receiving e-mail notifications from Pacific Life.
- I may request a paper copy of the information at any time for no charge, even though I consented to electronic delivery, or if I decide to revoke my consent.
- For jointly owned contracts, both owners are consenting that the primary owner will receive information electronically (Only the primary owner will receive e-mail notices).
- Electronic delivery will be cancelled if e-mails are returned undeliverable.
- This consent will remain in effect until I revoke it.

Pacific Life is not required to deliver this information electronically and may discontinue electronic delivery in whole or in part at any time. Please call (800) 722-4448 if you would like to revoke your consent, wish to receive a paper copy of the information above, or need to update your e-mail address.

4. TELEPHONE/ELECTRONIC AUTHORIZATION

| CHECK Yes |
|-----------|
|-----------|

As the owner, I will receive this privilege automatically.

If a contract has joint owners, each owner may individually make telephone and/or electronic requests. By checking "Yes," I am also authorizing and directing Pacific Life to act on telephone or electronic instructions from any other person(s) who can furnish proper identification. Pacific Life will use reasonable procedures to confirm that these instructions are authorized and genuine. As long as these procedures are followed, Pacific Life and its affiliates and their directors, trustees, officers, employees, representatives, and/or agents will be held harmless for any claim, liability, loss, or cost.

5. HOUSEHOLDING By signing this application you consent to Pacific Life mailing one copy of contract owner documents to multiple contract owners who share the same household address. Such documents will include the announcements and reports, but will not include contract-specific information such as transaction confirmations and statements. This service, known as "householding," reduces expenses, environmental waste, and the volume of mail you receive. If you do not wish to participate in this service and prefer to receive your own contract owner documents, please check the box below.

| 1 | \Box | Lalast NOT | | ومناواه والموامين |
|---|--------|----------------------|----------------|-------------------|
| | | i electi no i | to participate | in householding. |

6. BENEFICIARIES If a beneficiary classification is not indicated, the class for that beneficiary will be primary. Multiple beneficiaries will share the death benefit equally, unless otherwise specified. For contracts owned by a non-individual custodian (including IRAs, 457, and qualified plans) or other non-natural owners, the beneficiary must be the owner listed on the application. Use Section 11, Special Requests, to provide additional beneficiary information.

| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
|----------------------------|------------------------|--------------|--------------|---------|------------|
| | | ☐ Contingent | | | % |
| Name (First, Middle, Last) | Birth Date (mo/day/yr) | ☐ Primary | Relationship | SSN/TIN | Percentage |
| | | ☐ Contingent | | | % |
| | | Contingent | | | |

7. CONTRACT TYPE Select ONE.

| [Non-Qualified ^{1,2} | ☐ SEP-IRA | ☐ TSA/403(b) ⁴ | ☐ 401(k) ⁵ | 457(b)-501(c) tax exempt ⁵ |
|--------------------------------|------------|---------------------------|-------------------------------------|---------------------------------------|
| ☐ IRA³ | ☐ Roth IRA | 401(a) ⁵ | ☐ 457(b)-gov't. entity ⁵ | ☐ Keogh/HR-10 ⁵] |

[¹ For trust-owned contracts, complete Trustee Certification and Disclosure form. ² For non-qualified contracts, if owner is a non-natural person or corporation, complete the Non-Natural or Corporate-Owned Disclosure Statement. ³ For individual-owned or trust-owned Inherited IRA contracts, complete appropriate Inherited IRA Certification form. ⁴ Complete TSA Certification. ⁵ Complete Qualified Plan and 457(b) Plan Disclosure.]

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01/13 * S A M P L E * 1

| 8. SINGLE PREMIUM AMOUNT [Make check payable to Pacific Life Insurance Company.] Note: Combinations of funds and 1035 exchange/transfer paperwork are permitted only at the time of application. | | | | | |
|---|---|--|--|--|--|
| 8A. NON-QUALIFIED CONTRACT PAYMENT TYPE Indicate type of initial payment. | | ALIFIED CONTRACT PAYMENT TYPE type of initial payment. | | | |
| 1035 exchange(s)/estimated transfer \$ | | ansfer \$ | | | |
| ☐ Amount enclosed \$ | Ro | llover\$ | | | |
| | | | | | |
| 9. SINGLE PREMIUM ALLOCATION Select ONE. Note: Not all Guarantee Terms may be available. Cor | ntact Pacific Life for available Gua | rantee Terms and rates | | | |
| [1 Year Guarantee Term | 5 Year Guarantee Te | | | | |
| ☐ 2 Year Guarantee Term | 6 Year Guarantee Te | erm 10 Year Guarantee Term] | | | |
| ☐ 3 Year Guarantee Term | 7 Year Guarantee Te | erm | | | |
| ☐ 4 Year Guarantee Term | ☐ 8 Year Guarantee Te | erm | | | |
| | | | | | |
| 10. REPLACEMENT | | | | | |
| 10A. EXISTING INSURANCE | | | | | |
| CHECK Yes No Do you have any exist (Default is "Yes" if neither | ing life insurance or annuity contra ther box is checked.) | acts with this or any other company? | | | |
| 10B. REPLACEMENT | 0.25 - 1 - 20 - 1 - 10 - 2 - 0 - 1 - 1 - 1 - 1 - 1 | and the stage of t | | | |
| CHECK Yes No insurance or annuity in | n this or any other company? If "Ye | ement, termination, or change in value of any existing life es", provide the information below for each policy or contract nt and/or 1035 exchange/transfer forms. | | | |
| Insurance Company Name | Policy or Contract Number | Policy or Contract Type Being Replaced Life Insurance Fixed Annuity Variable Annuity | | | |
| Insurance Company Name | Policy or Contract Number | Policy or Contract Type Being Replaced Life Insurance Fixed Annuity Variable Annuity | | | |
| | | | | | |
| 11. SPECIAL REQUESTS If additional space is need | led, attach a letter signed and date | ed by the Owner(s). | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

12. FRAUD NOTICE The following states require insurance companies to provide a fraud warning statement. Refer to the fraud warning statement for your state as indicated below. Please check for state product availability.

District of Columbia: WARNING It is a crime to provide false or misleading information to an insurer for the purpose of defrauding the insurer or any other person. Penalties include imprisonment and/or fines. In addition, an insurer may deny insurance benefits, if false information materially related to a claim was provided by the applicant.

[All Other States: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance or statement of claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which may be a crime and may subject such person to criminal and civil penalties.]

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13. STATEMENT OF OWNER(S) I understand that federal law requires all financial institutions to obtain the name, residential address, date of birth, Social Security or taxpayer identification number, and any other information necessary to sufficiently verify the identity of each customer. I understand that failure to provide this information could result in the annuity contract not being issued, delayed or unprocessed transactions, or annuity contract termination. I, the owner(s), understand that I have applied for an individual single premium deferred annuity contract ("contract") issued by Pacific Life Insurance Company ("company"). After reviewing my financial background with my registered representative/producer, I believe this contract, including the benefits of its insurance features, will meet my financial objectives based in part upon my age, income, net worth, and tax status, and any existing investments, annuities, or other insurance products I own. If applicable, I considered the appropriateness of full or partial replacement of any existing life insurance or annuity. I also considered my liquidity needs, risk tolerance, and investment time horizon when selecting guarantee terms. I have discussed all fees and charges for this contract with my registered representative/producer, including withdrawal charges. I acknowledge that I have received a product disclosure ("Contract Summary"), and if applicable, a Buyers Guide to Fixed Deferred Annuities prior to applying for this contract. If I am an active duty member of the United States Armed Forces (including active duty military reserve personnel), I confirm that this application was not solicited and/or signed on a military base or installation, and I have received from the registered representative/producer the disclosure required by Section 10 of the Military Personnel Financial Services Protection Act. I certify, under penalties of perjury, that I am a U.S. person (including a U.S. resident alien) and that the taxpayer identification number is correct. All answers to questions and statements made on this application are to the best of my knowledge and belief.

I UNDERSTAND THAT AMOUNTS WITHDRAWN OR APPLIED FOR AN ANNUITY BEFORE THE END OF A GUARANTEE TERM ARE SUBJECT TO A MARKET VALUE ADJUSTMENT.

| Owner's Signature | Date (mo/day/yr) | Signed at: City | <u>State</u> |
|---|------------------|-----------------|--------------|
| SIGN HERE | DATE | CITY | STATE |
| Joint Owner's Signature (if applicable) | Date (mo/day/yr) | | |
| SIGN HERE | DATE | | |

14. REGISTERED REPRESENTATIVE/PRODUCER'S STATEMENT

| 14A. | CHECK ONE | □Yes □No |
|------|--------------|----------|
| 14B. | CHECK ONE | □Yes □No |

Do you have any reason to believe that the applicant has any existing life insurance policies or annuity contracts? (Default is "Yes" if neither box is checked.)

Do you have reason to believe that any existing life insurance policy or annuity contract has been (or will be) surrendered, withdrawn from, loaned against, changed or otherwise reduced in value, or replaced in connection with this transaction assuming the contract applied for will be issued? If "Yes," I affirm that I have instructed the applicant to answer "Yes" to the replacement question in Section 9B of this application.

I hereby certify that I have used only Pacific Life's approved sales material in connection with this sale and that copies of all sales materials used were left with the applicant. Any insurer-approved electronically presented sales materials will be provided in printed form to the applicant no later than at the time of the policy or contract delivery. I further certify that I have discussed the appropriateness of replacement and followed Pacific Life's written replacement guidelines. I have explained to the owner(s) how the annuity will meet their insurable needs and financial objectives. I certify that I have reviewed this application and have determined that its proposed purchase is suitable as required under law, based in part on information provided by the owner, as applicable, including age, income, net worth, and tax status, and any existing investments and insurance program. I further certify that I have also considered the owner's liquidity needs, risk tolerance, and time horizon; that I followed suitability quidelines in both the recommendation of this annuity and the choice of quarantee terms; and that this application is subject to review for suitability. I further certify that I have truly and accurately recorded on the application the information provided to me by the applicant. I certify that a product disclosure ("Contract Summary"), and if applicable, a Buyers Guide to Fixed Deferred Annuities were presented to and left with the applicant prior to applying for this contract. If the applicant is an active duty member of the United States Armed Forces (including active duty military reserve personnel), I certify that this application was not solicited and/or signed on a military base or installation, and I provided to the applicant the disclosure required by Section 10 of the Military Personnel Financial Services Protection Act.

I further certify that, prior to soliciting the contract applied for, I have completed all state mandated annuity, insurance, and/or product training and agree to provide documentation of such completion upon request by Pacific Life.

I have provided a Pacific Life approved annuity illustration to the applicant in connection with this application. If marked "Yes," a courtesy illustration will be presented with the contract. Yes

| Soliciting Registered Representative/Producer's Signature | Print Registered Representative/Producer's Full Name |
|---|--|
| Registered Representative/Producer's Telephone Number | Registered Representative/Producer's E-Mail Address |
| Broker/Dealer's Name or Agency Name | Brokerage Account Number (optional) |

[Send completed application as follows:

APPLICATION WITH PAYMENT:

Regular Mail Delivery: P.O. Box 2290, Omaha, NE 68103-2290 Express Mail Delivery: 1299 Farnam Street, 6th Floor, RSD, Omaha, NE 68102

APPLICATION WITHOUT PAYMENT:Regular Mail Delivery: P.O. Box 2378, Omaha, NE 68103-2378 Express Mail Delivery: 1299 Farnam Street, 6th Floor, RSD, Omaha, NE 68102]

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| SERFF Tracking #: | PACL-128732312 | State Tracking #: | Сотр | oany Tracking #: | F-APPS 1/1/13 |
|-------------------|----------------|-------------------|-----------------|------------------------|---------------|
| State: | Arkansas | | Filing Company: | Pacific Life Insurance | Company |

TOI/Sub-TOI: A02.11 Individual Annuities- Deferred Non-Variable and Variable/A02.11.003 Single Premium

Product Name: Application

Project Name/Number: Application/25-1181-1

Supporting Document Schedules

| | | Item Status: | Status Date: |
|------------------------|--------------------------|--------------|--------------|
| Satisfied - Item: | Flesch Certification | | |
| Comments: | | | |
| Attachment(s): | | | |
| AR F-App Read Cert.pdf | | | |
| | | Item Status: | Status Date: |
| Satisfied - Item: | Certifications | | |
| Comments: | | | |
| Attachment(s): | | | |
| AR F-App Certs.pdf | | | |
| | | Item Status: | Status Date: |
| Satisfied - Item: | Statement of Variability | | |
| Comments: | | | |
| Attachment(s): | | | |
| SOV-F.pdf | | | |

PACIFIC LIFE INSURANCE COMPANY 700 Newport Center Drive • Newport Beach, CA 92660

STATE OF ARKANSAS

CERTIFICATION OF READABILITY

This is to certify that the form(s) submitted herewith achieved the following reading ease score(s) as calculated by the Flesh Reading Ease Test and complies with the requirements of Arkansas State Ann. 66-3251 through 66-3258, cited as the Life and Disability Insurance Policy Simplification Act.

| Form Number | Score |
|-------------|-------|
| 25-1181-1 | 50.2 |
| 25-1209-1 | 50.0 |
| 25-1228-3 | 50.2 |
| 25-1228-4 | 50.2 |
| 25-1229-2 | 50.1 |
| 25-1236-3 | 50.1 |
| 25-1237-3 | 50.1 |

| Marcyta Hice |
|--------------------------------------|
| Company Officer |
| Nancy A. Hill |
| Name |
| Assistant Vice President, Compliance |
| Title |
| 10/19/12 |
| Date |

PACIFIC LIFE INSURANCE COMPANY 700 Newport Center Drive • Newport Beach, CA 92660

STATE OF ARKANSAS

RULE AND REGULATION 6 CERTIFICATION

| Form Number(s) | Form Description |
|--|--|
| 25-1181-1 25-1209-1 25-1228-3 25-1228-4 | Individual Single Premium Immediate Annuity Application Individual Fixed Indexed Annuity Application Individual Limited Premium Deferred Annuity Application Individual Deferred Annuity Application |
| 25-1229-2 25-1236-3 25-1237-3 | Individual Limited Premium Deferred Annuity Application Individual Limited Premium Deferred Annuity Application Individual Single Premium Deferred Annuity Application |

I, Nancy A. Hill, hereby provide our assurance that Rule and Regulation 6 has been reviewed and the above form(s) are in compliance said Rule and Regulation 6 as well as all other applicable requirements of the Arkansas Department of Insurance.

| Marcya Hice |
|-------------------------------------|
| Company Officer |
| Nancy A. Hill |
| Name |
| Assistant Vice President Compliance |
| Title |
| |
| 10/19/12 |
| Date |

PACIFIC LIFE INSURANCE COMPANY 700 Newport Center Drive • Newport Beach, CA 92660

STATE OF ARKANSAS

REGULATION 19 CERTIFICATION

| Form Number(s) | Form Description |
|--|--|
| 25-1181-1 25-1209-1 25-1228-3 25-1228-4 | Individual Single Premium Immediate Annuity Application Individual Fixed Indexed Annuity Application Individual Limited Premium Deferred Annuity Application Individual Deferred Annuity Application |
| 25-1229-2 25-1236-3 | Individual Limited Premium Deferred Annuity Application Individual Limited Premium Deferred Annuity Application |
| 25-1237-3 | Individual Single Premium Deferred Annuity Application |

I, Nancy A. Hill, hereby certify that the above form(s) meet the provisions of Regulation 19 as well as all applicable requirements of the Arkansas Department of Insurance.

| Marcya Hice | |
|-------------------------------------|---|
| Company Officer | |
| Nancy A. Hill | |
| Name | |
| Assistant Vice President Compliance | |
| Title | |
| 10/19/12 | |
| Date | - |

PACIFIC LIFE INSURANCE COMPANY

700 Newport Center Drive • Newport Beach, CA 92660

| Form Number(s) | Form Description |
|----------------|---|
| 25-1181-1 | Individual Single Premium Immediate Annuity Application |
| 25-1209-1 | Individual Fixed Indexed Annuity Application |
| 25-1228-3 | Individual Limited Premium Deferred Annuity Application |
| 25-1228-4 | Individual Deferred Annuity Application |
| 25-1229-2 | Individual Limited Premium Deferred Annuity Application |
| 25-1236-3 | Individual Limited Premium Deferred Annuity Application |
| 25-1237-3 | Individual Single Premium Deferred Annuity Application |

This Statement of Variability identifies and explains the variable items, denoted by brackets, contained in the above referenced application forms. Any changes within these areas will be administered in accordance with the requirements of your state insurance department.

25-1181-1 Individual Single Premium Immediate Annuity Application

| Page No. | Bracketed (Variable) Text | Explanation of Variability |
|-------------|---|---|
| 1 | Product Name | The name of the Product applied for will be displayed. |
| 1 | Company Addresses, Website, Toll-Free Telephone Numbers | Current information shown. In the event of a change in the company address, internet address and/or toll-free telephone numbers, the new information will be shown, accordingly. |
| 1-6 | Barcode and Date, bottom of each page. | Barcodes will be assigned to this form as necessary and will change from time to time. The most current barcode revision date will be displayed to the left of the barcode. |
| 2 | Section 7 - Contract Type: [Non-Qualified, IRA, Roth IRA] | The contract may be issued in connection with any of the contract types indicated in this space. From time to time, we may add new contract types and remove those contract types that are no longer available or for which new sales have been discontinued. |
| 2 | Section 7 - Contract Type: [1] For trust-owned contracts, complete Trustee Certification and Disclosure form. 2 For non-qualified contracts, if owner is a non-natural person or corporation, complete the Non-Natural or Corporate- Owned Disclosure Statement. 3 For individual-owned or trust- owned Inherited IRA contracts, complete appropriate Inherited IRA Certification] | The references to internal forms shown in this space are their current titles. These references and their titles may change from time to time. |
| 3 | Section 8 – Purchase Payment. | The text "Make Check Payable to Pacific Life Insurance Company" may not appear if we feel it is no longer needed. |

| 4 | Section 12 – Optional Annuity Features | The current optional features that are available with the contract. These features may be deleted in the future depending on distribution channel. If no features are available, the following text will be displayed in this section: "NOTE: There are no Optional Annuity Features available with this contract." |
|---|---|---|
| 5 | Section 15 - Fraud Notice | The state mandated fraud notices may be added or removed to this section as applicable. |
| 6 | Section 17 - Registered Representative's Statement: Option Box –[A& B] | The commission schedules available under the Contract in which the Registered Representative can choose from are displayed here. If there are no commission schedules available under the Contract, this box will not appear. We have bracketed the commission options to allow for future additions or deletions within the stated options, i.e, each option will either appear or not appear. The range of commission options is A, B, C, D, E, F, and G. |
| 6 | Regular Mail and Express Mail Delivery Addresses - Bottom of Page | Current information shown. In the event of a change in the company address and/or toll-free telephone numbers, the new information will be shown, accordingly. |

25-1209-1 Individual Fixed Indexed Annuity Application

| Page | | |
|------|---|--|
| No. | Bracketed (Variable) Text | Explanation of Variability |
| 1 | Product Name | The name of the Product applied for will be displayed. |
| 1 | Company Addresses, Website, Toll-Free Telephone Numbers | Current information shown. In the event of a change in the company address, internet address and/or toll-free telephone numbers, the new information will be shown, accordingly. |
| 1-6 | Barcode and Date, bottom of each page. | Barcodes will be assigned to this form as necessary and will change from time to time. The most current barcode revision date will be displayed to the left of the barcode. |
| 3 | Section 8 - Contract Type: [Non-Qualified, IRA, Roth IRA, SEP-IRA, TSA/403(b), Keogh/HR10, 401(a), 401(k), 457(b), 501(c)] | The contract may be issued in connection with any of the contract types indicated in this space. From time to time, we may add new contract types and remove those contract types that are no longer available or for which new sales have been discontinued. |
| 3 | Section 8 - Contract Type: [¹For trust-owned contracts, complete Trustee Certification and Disclosure. ²For non-qualified contracts, if Owner is a non-natural person or corporation, complete the Non-Natural or Corporate-Owned Disclosure Statement. ³For individual-owned or trust-owned Inherited IRA contracts, complete appropriate Inherited IRA Certification. ⁴Complete TSA Certification. ⁵Complete Qualified Plan and 457(b) Plan Disclosure.] | The references to internal forms shown in this space are their current titles. These references and their titles may change from time to time. |
| 3 | Section 9 – Initial Purchase Payment | The text "Make Check Payable to Pacific Life Insurance Company" may not appear if we feel it is no longer needed. |
| 4 | Section 12 – Interest Crediting Options | The available interest crediting options may change from time to time. If an interest crediting option is no longer available, it will be removed from this section. Additionally, the indices trademark names may change in the future. |
| 4 | Section 12 - S&P 500® INDEX & MSCI ACWI® INDEX Abbreviations and Disclosures | Both trademark indices require a disclosure statement in the application. If the abbreviations or the disclosure statements change in the future, the text will be updated accordingly. If an index is no longer used, the text will be omitted. |
| 5 | Section 14 - Fraud Notice | The state mandated fraud notices may be added or removed from this section as applicable. |
| 6 | Section 16 - Registered Representative's/Producers Statement – Option Box – [A] | The commission schedules available under the Contract in which the Registered Representative/Producer can choose from are displayed here. If there are no commission schedules available under the Contract, this box will not appear. We have bracketed the commission options to allow for future additions or deletions within the stated options, i.e, each option will either appear or not appear. The range of commission options is A, B, C, D, E, F, and G. |
| 6 | Regular Mail and Express Mail Delivery Addresses - Bottom of Page | Current information shown. In the event of a change in the company address and/or toll-free telephone numbers, the new information will be shown, accordingly. |

25-1228-3 Individual Limited Premium Deferred Annuity Application

| Page No. | Bracketed (Variable) Text | Explanation of Variability |
|-------------|---|---|
| 1 | Product Name | The name of the Product applied for will be displayed. |
| 1 | Company Addresses, Website, Toll-Free Telephone Numbers | Current information shown. In the event of a change in the company address, internet address and/or toll-free telephone numbers, the new information will be shown, accordingly. |
| 1-4 | Barcode and Date, bottom of each page. | Barcodes will be assigned to this form as necessary and will change from time to time. The most current barcode revision date will be displayed to the left of the barcode. |
| 3 | Section 7 - Contract Type: [Non-Qualified, SIMPLE IRA, SEP-IRA, IRA, Roth IRA, TSA/403(b), 401(a), 401(k), Individual(k), 457(b), 501(c), Keogh/HR10] | The contract may be issued in connection with any of the contract types indicated in this space. From time to time, we may add new contract types and remove those contract types that are no longer available or for which new sales have been discontinued. |
| 3 | Section 7 - Contract Type: [1 For trust-owned contracts, complete Trustee Certification and Disclosure form. 2 For non-qualified contracts, if owner is a non-natural person or corporation, complete the Non-Natural or Corporate-Owned Disclosure Statement. 3 Complete SIMPLE IRA Employer Information. 4 Complete TSA Certification. 5 Complete Qualified Plan and 457(b) Plan Disclosure. 6 For individual-owned or trust-owned Inherited IRA contracts, complete appropriate Inherited IRA Certification form] | The references to internal forms shown in this space are their current titles. These references and their titles may change from time to time. |
| 3 | Section 8 – Initial Purchase Payment | The text "Make Check Payable to Pacific Life Insurance Company" may not appear if we feel it is no longer needed. |
| 3 | Section 9 – Guarantee Term | The Guarantee Term options available under the contract. Currently, 5 and 7 year terms are available. |
| 3 | Section 12 - Fraud Notice | The state mandated fraud notices may be added or removed from this section as applicable. |
| 4 | Section 14 - Registered Representative's Statement: Option Box –[A] | The commission schedules available under the Contract in which the Registered Representative can choose from are displayed here. If there are no commission schedules available under the Contract, this box will not appear. We have bracketed the commission options to allow for future additions or deletions within the stated options, i.e, each option will either appear or not appear. The range of commission options is A, B, C, D, E, F, and G. |
| 4 | Regular Mail and Express Mail Delivery Addresses - Bottom of Page | Current information shown. In the event of a change in the company address and/or toll-free telephone numbers, the new information will be shown, accordingly. |

25-1228-4 Individual Deferred Annuity Application

| Page No. | Bracketed (Variable) Text | Explanation of Variability |
|-------------|--|---|
| 1 | Product Name | The name of the Product applied for will be displayed. |
| 1 | Company Addresses, Website, Toll-Free Telephone Numbers | Current information shown. In the event of a change in the company address, internet address and/or toll-free telephone numbers, the new information will be shown, accordingly. |
| 1-4 | Barcode and Date, bottom of each page. | Barcodes will be assigned to this form as necessary and will change from time to time. The most current barcode revision date will be displayed to the left of the barcode. |
| 3 | Contract Type: [Non-Qualified, SIMPLE IRA, SEP-IRA, IRA, Roth IRA, TSA/403(b), 401(a), 401(k), Individual(k), 457(b), 501(c), Keogh/HR10] | The contract may be issued in connection with any of the contract types indicated in this space. From time to time, we may add new contract types and remove those contract types that are no longer available or for which new sales have been discontinued. |
| 3 | Contract Type: [¹For trust-owned contracts, complete Trustee Certification and Disclosure form. ²For non-qualified contracts, if owner is a non-natural person or corporation, complete the Non-Natural or Corporate-Owned Disclosure Statement. ³ Complete SIMPLE IRA Employer Information. ¹Complete TSA Certification. ¹Complete Qualified Plan and 457(b) Plan Disclosure. ⁶For individual-owned or trust-owned Inherited IRA contracts, complete appropriate Inherited IRA Certification form] | The references to internal forms shown in this space are their current titles. These references and their titles may change from time to time. |
| 6 | Fraud Notice | The state mandated fraud notices may be added or removed from this section as applicable. |

25-1229-2 Individual Limited Premium Deferred Annuity Application

| Page No. | Bracketed (Variable) Text | Explanation of Variability |
|-------------|---|---|
| 1 | Product Name | The name of the Product applied for will be displayed. |
| 1 | Company Addresses, Website, Toll-Free Telephone Numbers | Current information shown. In the event of a change in the company address, internet address and/or toll-free telephone numbers, the new information will be shown, accordingly. |
| 1-4 | Barcode and Date, bottom of each page. | Barcodes will be assigned to this form as necessary and will change from time to time. The most current barcode revision date will be displayed to the left of the barcode. |
| 3 | Section 7 - Contract Type: [Non-qualified, IRA, SIMPLE IRA, SEP-IRA, Roth IRA, Individual(k), 401(a), 401(k), 457(b), 457(b)-501(c), Keogh/HR-10] | The contract may be issued in connection with any of the contract types indicated in this space. From time to time, we may add new contract types and remove those contract types that are no longer available or for which new sales have been discontinued. |
| 3 | Section 7 - Contract Type: [¹For trust-owned contracts, complete Trustee Certification and Disclosure form. ²For non-qualified contracts, if owner is a non-natural person or corporation, complete the Non-Natural or Corporate-Owned Disclosure Statement. ³Complete SIMPLE IRA Employer Information. ¹Complete TSA Certification. ¹Complete Qualified Plan and 457(b) Plan Disclosure. ⁶For individual-owned or trust-owned Inherited IRA contracts, complete appropriate Inherited IRA Certification form] | The references to internal forms shown in this space are their current titles. These references and their titles may change from time to time. |
| 3 | Section 8 – Initial Purchase Payment | The text "Make Check Payable to Pacific Life Insurance Company" may not appear if we feel it is no longer needed. |
| 3 | Section 9 – Guarantee Term | The Guarantee Term options available under the contract. Currently, 5 and 7 year terms are available. |
| 3 | Section 12 - Fraud Notice | The state mandated fraud notices may be added or removed from this section as applicable. |
| 4 | Section 14 - Registered Representative's Statement: Option Box –[A] | The commission schedules available under the Contract in which the Registered Representative can choose from are displayed here. If there are no commission schedules available under the Contract, this box will not appear. We have bracketed the commission options to allow for future additions or deletions within the stated options, i.e, each option will either appear or not appear. The range of commission options is A, B, C, D, E, F, and G. |
| 4 | Regular Mail and Express Mail Delivery Addresses - Bottom of Page | Current information shown. In the event of a change in the company address and/or toll-free telephone numbers, the new information will be shown, accordingly. |

25-1236-3 Individual Limited Premium Deferred Annuity Application

| Page No. | Bracketed (Variable) Text | Explanation of Variability |
|-------------|---|---|
| 1 | Product Name | The name of the Product applied for will be displayed. |
| 1 | Company Addresses, Website, Toll-Free Telephone Numbers | Current information shown. In the event of a change in the company address, internet address and/or toll-free telephone numbers, the new information will be shown, accordingly. |
| 1-4 | Barcode and Date, bottom of each page. | Barcodes will be assigned to this form as necessary and will change from time to time. The most current barcode revision date will be displayed to the left of the barcode. |
| 3 | Section 7 - Contract Type: [Non-Qualified, SIMPLE IRA, SEP-IRA, IRA, Roth IRA, TSA/403(b), 401(a), 401(k), Individual(k), 457(b), 501(c), Keogh/HR10] | The contract may be issued in connection with any of the contract types indicated in this space. From time to time, we may add new contract types and remove those contract types that are no longer available or for which new sales have been discontinued. |
| 3 | Section 7 - Contract Type: [1 For trust-owned contracts, complete Trustee Certification and Disclosure form. 2 For non-qualified contracts, if owner is a non-natural person or corporation, complete the Non-Natural or Corporate-Owned Disclosure Statement. 3 Complete SIMPLE IRA Employer Information. 4 Complete TSA Certification. 5 Complete Qualified Plan and 457(b) Plan Disclosure. 6 For individual-owned or trust-owned Inherited IRA contracts, complete appropriate Inherited IRA Certification form] | The references to internal forms shown in this space are their current titles. These references and their titles may change from time to time. |
| 3 | Section 8 – Initial Premium Amount | The text "Make Check Payable to Pacific Life Insurance Company" may not appear if we feel it is no longer needed. |
| 3 | Section 9 – Guarantee Term | The Guarantee Term options available under the contract. The range for the Guarantee Terms is 1-6 years. |
| 3 | Section 12 - Fraud Notice | The state mandated fraud notices may be added or removed from this section as applicable. |
| 4 | Section 14 - Registered Representative's Statement: Option Box –[A] | The commission schedules available under the Contract in which the Registered Representative can choose from are displayed here. If there are no commission schedules available under the Contract, this box will not appear. We have bracketed the commission options to allow for future additions or deletions within the stated options, i.e, each option will either appear or not appear. The range of commission options is A, B, C, D, E, F, and G. |
| 4 | Regular Mail and Express Mail Delivery Addresses - Bottom of Page | Current information shown. In the event of a change in the company address and/or toll-free telephone numbers, the new information will be shown, accordingly. |

25-1237-3 Individual Single Premium Deferred Annuity Application

| Page No. | Bracketed (Variable) Text | Explanation of Variability |
|-------------|--|---|
| 1 | Product Name | The name of the Product applied for will be displayed. |
| 1 | Company Addresses, Website, Toll-Free Telephone Numbers | Current information shown. In the event of a change in the company address, internet address and/or toll-free telephone numbers, the new information will be shown, accordingly. |
| 1-4 | Barcode and Date, bottom of each page. | Barcodes will be assigned to this form as necessary and will change from time to time. The most current barcode revision date will be displayed to the left of the barcode. |
| 3 | Section 7 - Contract Type: [Non-Qualified, SIMPLE IRA, SEP-IRA, IRA, Roth IRA, TSA/403(b), 401(a), 401(k), Individual(k), 457(b), 501(c), Keogh/HR10] | The contract may be issued in connection with any of the contract types indicated in this space. From time to time, we may add new contract types and remove those contract types that are no longer available or for which new sales have been discontinued. |
| 3 | Section 7 - Contract Type: [¹ For trust-owned contracts, complete Trustee Certification and Disclosure form. ² For non-qualified contracts, if owner is a non-natural person or corporation, complete the Non-Natural or Corporate-Owned Disclosure Statement. ³ For individual-owned or trust-owned Inherited IRA contracts, complete appropriate Inherited IRA Certification form. ⁴ Complete TSA Certification. ⁵ Complete Qualified Plan and 457(b) Plan Disclosure.] | The references to internal forms shown in this space are their current titles. These references and their titles may change from time to time. |
| 3 | Section 8 – Single Premium Amount | The text "Make Check Payable to Pacific Life Insurance Company" may not appear if we feel it is no longer needed. |
| 3 | Section 9 – Single Premium Allocation | The Guarantee Term options available under the contract. The range for the Guarantee Terms is 1-10 years. |
| 3 | Section 12 - Fraud Notice | The state mandated fraud notices may be added or removed from this section as applicable. |
| 4 | Regular Mail and Express Mail Delivery Addresses - Bottom of Page | Current information shown. In the event of a change in the company address and/or toll-free telephone numbers, the new information will be shown, accordingly. |

Except as otherwise described above, no other bracketed material appears within the application.